

CONNECTICUT INDUSTRY APRIL 1 9 4 1



FOLLOWING Esmond's example, the makers of the famous Hudson's Bay Point Blankets radically improved their packaging by adopting this colorful box, designed and produced by National Folding Box Company, in place of the paper wrap previously used.

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T. A. D. JONES & CO., Inc.

NEW HAVEN, CONN.

BRIDGEPORT, CONN.



NEW HAVEN TERMINAL

DISTRIBUTORS

BITUMINOUS COAL

INDUSTRIAL FUEL OIL

SERVING SOUTHERN AND WESTERN NEW ENGLAND

VIA

RAIL—WATER—TRUCKS

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The Pendulum Swings

By E. KENT HUBBARD

In the great upsurge of humanity from slavery to a misunderstood nature, feudal lords, military and political despots, the pendulum of progress has swung many times from progression to retrogression. Despite the constantly changing terminology of recorded thought through the centuries, there has been an unmistakable similarity to man's thinking. Time after time he has sought to break the bonds that limited his realization of greater freedom and better living conditions only to be thwarted by the greed of a powerful minority.

Take the era of Feudalism. Then, the feudal lord was master of his own vast estates. The people had no rights—only duties. Their lot was to obey orders and to receive only such sustenance and privileges as the feudal lord saw fit to provide.

Since the days of the French and the American Revolutions, man has made steady progress in his upward strides toward the "better life" which he has sought for centuries.

Then came the first World War struggle in which America participated to make the world safe for democracy. After that the easy-money bubble of paper profits exploded in 1929, leaving in its wake wholesale destruction of values, the pestilence of world-wide unemployment and disillusionment.

In 1939, Hitler's self-seeking nationalist policy brought catastrophe to the German nation and buried hope for a German free labor movement for generations. In America, where free men have been given, during the past decade, their greatest "Magna Charta" of freedom to secure by orderly methods their long-sought chance to chart their future with management and stockholders, grossly selfish racketeers and cunning subversive elements now gravely endanger their golden opportunity.

Again in this hour of national emergency, greed, the subtle seed of retrogression, is swinging the pendulum dangerously to threaten the safety of America and the best interests of American workmen.

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BAD TIMES and GOOD PACKAGES

By WILLARD F. DEVENEAU, Sales Promotion Manager,
National Folding Box Company, New Haven, Connecticut

AS EVERY business man well remembers, it was in October 1929, that the entire population of the United States woke up from its "easy come and easy go" orgy, and with the necessity of completely readjusting its living and spending habits, so readily adopted in the "easy 20's", tried to steady itself for the certain economic bumps it knew must be met in the succeeding years of the "depression".

In the subsequent period, following the precipitous decline of investments, expansions and unstinted spending, no single business activity was more curtailed than advertising. Now whether this was the long-awaited answer to that perennial question "does it pay to advertise?", or simply a manifestation of the fearful and over-cautious attitude of mind that gripped so many business leaders, is something beyond the province of this particular article to prove or refute. Suffice it to say that whereas lavish advertising was prevalent in the prosperous 1920's,



WILLARD F. DEVENEAU

it was noticeable by its absence in the lean 30's.

That this was illogical and inconsistent was not questioned. That advertising could be made a sound means

of acquainting potential consumers with the existence of a product, telling them what it would do for them and offering them good reasons to buy it was beside the point. That advertising was needed more in bad times than in the lush days was not debated. The fact remained that advertising appropriations were "cut to the bone", if not entirely eliminated, and the same business men who in one decade had not hesitated about spending millions of dollars in all forms of consumer advertising turned about face during the following decade and debated long and earnestly before making much-restricted investments in this same selling medium.

The recital of these facts is not intended to prove or disprove the value of advertising, rather has it been used to lay a broad foundation for the conclusion that the business of "winning people and making sales" can be and is daily being done in most profitable fashion and volume by a means which, while available in the 1920's, was not generally recognized as an acceptable medium.

This medium for sales and advertising messages which, in improved forms, shapes and materials has, through the depression years, had a real opportunity to prove its value, was nothing new. In fact it had its origin long before the days of advertising, in the sense which we now recognize and use that term. Rather than being in the form of beautiful multi-color impressions printed on fine coated paper, bound into a consumer magazine or booklet, pasted on highway bulletins, painted on signs, or carefully selected words and phrases intoned over the radio, the pioneers of this new-yet-old "silent salesman" used every conceivable and readily available material, such as grasses, the skins of animals, glass, pottery and all forms of crudely fashioned fibres and metals.

"ALL-AMERICA" prize-winning package, designed by Mr. Deveneau, completely produced by National Folding Box Company, enabled Esmond Mills to fully utilize modern packaging as a profitable sales and advertising tool in merchandising their blankets.



BY FEATURING the blue flame obtainable with Florence Kindlers in kerosene stoves, this box "made by National" produced an outstanding sales increase for these low-priced, utilitarian products.

Perhaps the fact that the package (which is the advertising medium heretofore referred to) was in such universal use accounts for it being taken for granted that its usefulness was confined to its protective features in carrying products from the places where they were made to the places where they would be used or consumed. While in the years prior to 1929 some experimentation had been made in equipping the package to augment its original function, i.e. of protecting products, it was usually limited to identifying the product by a distinctive trade mark, trade name, color scheme or the name of the maker. Any argument that the package could be made a salesman in its own right, for the product which it carried to market, was quite liable to be considered as either wishful thinking or the biased opinion of a manufacturer of packages, who had a financial stake in advancing such radical thoughts.

The Package Comes Into Its Own

However, following the collapse of the postwar prosperity, and the curtailment of expenditures for other previously accepted forms of sales promotion, a few sales and advertising executives began a serious study of packaging. Their purpose was to determine to what extent it might be used as an expedient for informing, reminding and persuading consumers to stop, look, examine and buy products, which had previously been the function of advertising. Having been accustomed to judging the value of other advertising media by the four major factors of (1) Circulation; (2) Reader Interest; (3) Proven Buying Power; and (4) Responsiveness, they set about planning consumer packages with the same intelligent care they had used in their consumer advertising so that they might meas-

ure and prove the case for packaging with this same yardstick.

Their foundation for this new type of packaging was built on an intensive study of the product, its competition, logical markets and distributive outlets, and finally dealer attitudes towards the product. Taking these facts, they then translated them into designs, adapted particularly to the surfaces available on the package. The new packages were then put to the acid test of retail store display, where consumers were given free choice to vote for or against them, by buying or ignoring them, feeling that the only worth while vote was one which cost the consumer something.

The response, measured in sales, was immediate, profitable and convincing. In fact these packages "born of, and in, the depression", readily proved their value by establishing sales increases never before enjoyed. Repeated tests with all manner of products, both in the industrial as well as the consumer field, substantiated the early findings that the well designed package exerted an undeniable influence in the sale of the product.

Using the four factors which have long been the measure of the effectiveness of an advertising medium it can be concluded that:

1. CIRCULATION: while the number of people reached by other forms of advertising is impressive, an even larger number of people can be made aware of the existence and desirability of a product by displaying it in a well-designed package in the thousands of well-established retail stores in the country. Further, instead of being seen only once, for a few minutes, and then discarded and forgotten, as is true of many advertisements, the package is on open view at least eight hours a day and three hundred days each year.
2. READER INTEREST: advertisements in magazines, newspapers and over the radio are tolerated as necessary accessories to enjoying sources of fiction, news and entertainment. On the other hand, packages in retail stores are sought after and eagerly examined for they are the means by which consumers learn how best to satisfy the needs that activate their going into stores.
3. PROVEN BUYING POWER: the purchase of a magazine or newspaper for a few cents, or the mere

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COMBINING PAYROLL FORMS

NO ONE needs to be reminded that there are a multitude of forms—Unemployment Compensation, Social Security Tax, Income Tax, etc.—for various periods of regularity. To combine two or more of these forms dispenses with duplication, triplication, etc., as the case may be, in clerical work.

Manufacturers who pay by cash may be interested in the combination payroll envelope, Unemployment Compensation Low Earnings Report, and Social Security Tax receipt which was recently adopted by a Connecticut manufacturer. A facsimile of this form appears with this article.

The variation from the ordinary payroll envelope statement should be carefully noted. In the first place, the over-all size of the envelope with flap extended is $7\frac{3}{8}$ inches by $3\frac{3}{16}$ inches. When the envelope is opened by tearing along the perforation, the flap is then reduced in size so that when extended the total length of the envelope becomes approximately 7 inches. This is necessary to satisfy the size requirements of the Connecticut Unemployment Compensation Division.

In the second place, space for the employee's name and Social Security number together with the company's name are on the outside of the envelope. This is for the convenience of the Unemployment Compensation Division in filing the envelope as a substitute Low Earnings Report. The employee is expected to fill in his name and Social Security number if he applies for low earnings benefits. For the convenience of payroll clerks the name and number appear also on the reverse side of the envelope with the payroll information.

In the third place, the words "normal workweek hours" is inserted to meet the requirement for the substitute Low Earnings Report that there be some statement as to whether or not low earnings, if any, were due to unemployment.

The United States Bureau of Internal Revenue in connection with combining the Social Security Tax receipt and the Low Earnings Report under the Connecticut Unemployment Compensation Act has ruled as follows in a letter addressed to The Manufacturers Association of Connecticut:

Editor's Note. This brief article gives a résumé of how one Connecticut manufacturer is cutting clerical labor costs by combining payroll forms.

"Each employer subject to the Connecticut Unemployment Compensation Act is required, upon the request of the administrator, to prepare and file a weekly low earnings report for each employee claiming partial unemployment benefits. The employer may be relieved of the necessity of filing low earnings

mation: Name and social security account number of the employee; name and number of the employer; the week ending date; wages earned; and a statement whether low earnings, if any, are due to unemployment. The administrator will accept such a voucher or statement, when presented by the benefit claimant, in lieu of low earnings report.

"You urge that employers be permitted to combine in one statement the information outlined above and the information required by Section 1403. Advice is requested whether such statement, if otherwise in accordance

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Week Ending			
Normal Work Week		Hours.	
Time Worked	Rate	Amount	
Regular Hrs:			
Overtime:			
Amount Earned			
Less: Old Age Tax			
Less: State Unemp. Tax			
Total Deductions			
Net Amount Due			
No. _____			
Name _____			
S. S. No. _____			
Please print your name and Social Security number on the reverse side when applying for Low Earnings Benefits.			
Keep This Envelope It Is Your Receipt			

FRONT of payroll envelope.

reports for his employees by furnishing each employee, at the time of the weekly wage payment, a pay roll voucher or statement, not to exceed seven and one-fourth inches by three and three-eighths inches in size, which will contain the following infor-

To open - Tear along this line.			
New England Collapsible Tube Company NEW LONDON, CONN.			
No. _____	Name _____	S.S. No. _____	

BACK of payroll envelope.

HOW STRONG IS AMERICA?

WITH the world approaching a climax in World War II, we in the United States are still meeting our problems growing out of the war in the frivolous spirit of children playing the game of cops and robbers. Instead of getting hold of the solid facts, which give us strength, we are resting our hopes on eloquent words and on inspiring fantasies. In the debate before Congressional committees on the lend-lease bill, for example, the division of opinion has been unrealistic. Conclusions have been based on wishful thinking and emotional hopes. The real question before the Congress is "How Strong Is America?"

Turning the United States into "an arsenal for democracy" calls for cooperation and sacrifice by all the people. In the circumstances, the British censor did an unwitting disservice to his country in permitting a news dispatch to come over here the other day to the effect that the gallant British people were chanting a new song, entitled, "Thanks, Mr. Roosevelt." The song's lyrics include the line:

"We're saying, 'Thanks, Mr. Roosevelt,

'We're proud of you for the way you're helping us carry on.'"

This allusion is out of tune with the President's legislative efforts at this time when the Administration is asking Congress for vast discretion over the American people's accumulated assets and future power to produce. The song, in thanking Mr. Roosevelt personally needlessly placed our Chief Executive in an embarrassing light. By reverse psychology, the song helped to dramatize the fact that the President, in being generous, was doling out other people's money.

If American aid should prove of decisive importance to the British, such obligations as may be incurred will be to the American people. The principle involved recalls an anecdote about a Chinese pauper couple which habitually slept under a bridge crossing the Yangtse River. One night as they were about to retire, the wealthiest man in town—a banker—trudged across the bridge muttering to himself about his losses that day at the market place.

Hearing him, the pauper wife remarked: "Lucky are those of us with-

By MERRYLE STANLEY RUKEYSER, *Economic Commentator for International News Service and Hearst Newspapers.*

Editor's Note. Mr. Rukeyser, author of this timely piece, and who has written "Financial Security in a Changing World" and five other books on economics and national affairs, may be remembered by many readers as one of the two featured speakers at the Association's Annual Meeting of 1939 at the Hartford Club.

out financial worries!"

And the husband, taking his cue, rose to his feet, thumped his chest proudly and said: "Yes, and to whom do you owe your fortunate position?"

In dealing with America's strength, we must relate it to relative power of competing nations. Yardsticks must be streamlined so that they are capable of measuring capitalism and Socialism alike. Economic strength in war and in peace depends on the power

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American industry over the long pull has specialized in producing better living standards for 30,000,000 American families, and that job is a far cry from making lethal weapons for war. The job of transition from a peacetime to a war-time basis is a prodigious one, and the post-war readjustments back to peace will be at least as difficult.

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to produce things, and cost under any governmental system can be stated in terms of human muscle, tools and power equipment, and natural resources.

America's position as the Number 1 industrial nation of the world springs from primacy in the capacity to make things. Mass production is our special genius. Our superiority reflects our unique ability to lavishly supplement human energy with electric kilowatt hours. It is the culmination of an improvement through the years in tools, which have been devel-

oped by creative minds working in the realm of science, invention and engineering. Our primacy also reflects a variegated continent with a rich diversity in climate and in essential raw materials.

Out of these elements there has developed in the United States greater material wellbeing for the common man than has been achieved in any other country in any time in recorded history. In the last decade for the first time, however, the uninterrupted march of progress was halted. For the first time in our history over so long a period, there has been no net addition to our tools and to our capacity to produce. And, it should not be overlooked that this economic malady grew out of maladjustments between agriculture and industry, which were not unrelated to World War I.

American industry over the long pull has specialized in producing better living standards for 30,000,000 American families, and that job is a far cry from making lethal weapons for war. The job of transition from a peacetime to a war-time basis is a prodigious one, and the post-war readjustments back to peace will be at least as difficult.

Although military observers think that the hour of decision in the Battle of Britain may come by this Spring, William S. Knudsen, generalissimo of national defense, has candidly pointed out that the tooling up of America's new armament industry will not be completed until midsummer. In the meantime, Mr. Knudsen and his associates, especially John D. Biggers, director of production, are seeking to overcome the time lag by a plan for greater use of existing facilities. Although this supplementary procedure will be more costly and less efficient, it offers some promise of moving ahead the timetable of American aid and of stepping up total production of war materials. The building of special tools is of course

the better way, but we must realistically face the fact that effective mass production is the result of much patient planning, trial and error, and correction of imperfection in new models after they have been tested on the proving ground of experience. The miracle of mass production can't be created overnight by decree.

As a nation, we are strong to the extent that we fully employ our manpower for productive purposes and regularly replace and improve our machinery, and to the extent that we use our national resources judiciously. Thus, our strength hinges on the judgment and competence of management, which is the intelligence center of the business world. Accordingly, it is fitting that in this national emergency President Roosevelt should surround himself increasingly with successful industrialists, who are experienced in achieving the teamwork which leads to efficient production. This job of producing more and better things obviously cannot be entrusted to political hacks or to doctrinaire professors.

In order to succeed as Presidential aides in national defense, the industrialists must be willing to follow the lessons they learned in private business. The need is for a master blueprint which will envisage the stresses and strains in the commodities of defense. It must reflect accurate knowledge of the existing tools and the new tools under construction, and a grasp of the available manpower and natural resources. Then we need a bill of particulars on the available resources for producing the things the blue print calls for. The directors of the program must determine how much and at what time the various parts which the blueprint calls for are needed. And as their contribution, the people should expect to have to divert part of their working hours from the regular routine of producing food, shelter, comfort goods and tools to preparing materials to defend the nation.

When our economic groups—our farmers, factory workers, and service employees—are in balanced income relationships so that they can fully employ one another by exchanging their year's labor, we are strong. As a going concern, throwing off an abundance of productive goods and services, our economy thrives. Its success has always in this country rested primarily on the home market. The slender margin of national income which comes from foreign trade,

though important, is vastly smaller than in countries such as Great Britain, Belgium and Cuba, which depend from 3 to 11 times as much on export trade for their welfare than we do.

Song writers and doctrinaires have the illusion that the United States is infinitely strong, and that its people can rest on their oars. They associate power with big gold hoards and colossal bank deposits. But the gold is little more than a tool which facilitates international payments, and the bank deposits are little more than debt circulating as money, which accelerates the production and exchange of goods.

In order to stay at the front of the economic procession, and to keep the living standards of its people highest, the United States needs to stress the harmony of interests of the various groups—capital, labor, agriculture, management, and government. In any equal competition, we can hold our own, but it is fantastic to assume that we have an exclusive patent on machinery and modern power, and that other nations will not use our methods competitively. Accordingly, it is superficial for our public officials to assume that we are colossally rich and can afford to pile a boundless debt in order to chastise wickedness wherever we find it and to reward virtue anywhere in the world.

We need to measure the cost of undertakings on which we consider embarking.

We must recognize that as a nation we have been weakened by nearly a dozen years of economic floundering. During this period, we neglected to make a diagnosis. We have sought to keep the sick patient going through incessant ministration of narcotics. But, we have paid for this folly of perpetuating economic malady through taking from the gainfully employed an increasing portion of their earnings in order to finance the ever-growing expenditures of government. Nearly one-third of the worker's time is now devoted to earning direct and indirect taxes rather than to winning income for himself and his dependents.

More than a decade of boondoggling and economic maladjustment has resulted in weakening our economic reserves and our national credit. In 1890, the worker was expected to give one day's work out of fourteen to government; recently, before the current emergency, government was taking the products of one out of four. The record discloses that before the present emergency, government was already

taking an uncommonly large ratio of American production and giving in exchange governmental service. Accordingly, the reserve economic strength available during an emergency is less than it otherwise would be.

Fortunately, we are not so weak as a nation that we must fear our capacity to defend ourselves. If we make the necessary sacrifices in pulling in our belts, we can be eminently powerful in defense. But at best the process will be costly, and will definitely lower our people's living standards unless there can be a miracle in absorbing the cost through a net increase in national productivity. In the circumstances, we must expend our national substance judiciously, not recklessly. And we should not give our neighbors and friends the impression that they can close their minds to their own economic problems in the thought that their rich Uncle Sam will pay for whatever great surpluses may eventuate and if necessary dump them into the deep Atlantic.

In order to safeguard ourselves and friendly nations from such a threat as Adolf Hitler constitutes, we should make ourselves strong through looking realistically at the problem. The unspeakable Hitler sprang out of the evils and maladjustments growing out of World War I. Civilization will be ruined if the world unanalytically and recklessly commits new follies under the emotional stress of hating Hitler.

If the totalitarian threat is to be swept back, we need cool determination, not excited emotionalism. The latter would play into his hands.

From a short term and static standpoint, the tyrannical Hitler has obviously greatly strengthened Germany by increasing her production. But, he has set in motion long term counter forces which in time will plague him. The Nazi machine-made civilization is strong as long as it feeds on the existing inventory of human knowledge. However, it has within itself the seeds of decay for it lacks the basis for a steady increment in scientific knowledge, and technical skills. Such forward movement depends on a small and creative minority of inventive minds who are always in rebellion against things as they are. In a free nation such as ours, we have a political and moral climate which is sympathetic to pioneering minds seeking to shake new secrets from the bushes of knowledge. But in authoritarian nations the cardinal sin is to do independent thinking, to upset

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GLASS—A DRAMATIC NEW FABRIC

TO FORM an adequate idea of the problems involved in glass yarn fabrication, consider first the basic fiber used in Fiberglas (the trade name for glass yarn) construction. If we could possibly take a human hair and split it into ten fiber hairs, we would approximate a glass yarn fiber in size.

Perhaps a better idea of the extreme fineness of this fiber will be conceived when we examine the first stages of its manufacture. The glass is first formed into a sphere about $\frac{3}{4}$ " in diameter, or the size of a child's marble. This ball is melted in an electric furnace, then extruded in liquid form through a die so small that the glass marble yields one mile of fiber or filament. These small filaments are then doubled and twisted together to make a yarn of any required size.

The glass yarn is available in two types—the continuous filament (made as has just been described), and the staple yarn which is composed of short glass fiber spun and twisted together. The continuous filament yarn is used where smooth lustrous fabrics are required, and the staple yarns are used in instances in which the fabric is to be treated with a resin or like substance. The staple yarn is more absorbent than the continuous.

While glass yarn and glass yarn fabrics are extremely strong, many times more so than cotton, linen, or even pure silk, the peculiar uses to which they are subjected, and the extreme fineness of the individual fiber, call for a special technique in their handling throughout each process.

When it is realized that the two principal uses of glass narrow fabrics are for electric insulation and for chemical filtration, both of which require perfection, some appreciation of the absolute manufacturing precision needed will be gained. The smallest hole or imperfection in insulation as well as in filtration renders the fabric useless.

Fully realizing the problem of handling this peculiarly strong yarn compounded of the most delicate fibers, the Russell Manufacturing Company sent their Textile Engineers and Production Superintendents to the Fiberglas fac-

By S. J. TAYLOR, *Technical Director,*
The Russell Manufacturing Company, Middletown.

Editor's Note. Within a relatively brief period the Russell Manufacturing Company of Middletown has become one of the largest, if not the largest, producer in the world of narrow fabrics made from glass yarn for industrial uses. Such fabrics are used extensively for electrical insulation and chemical filtration.

tory at Newark, Ohio, where the yarn is manufactured.

Upon returning to our plant at Middletown, experiments were made in handling this yarn and in adapting our present weaving and warping equipment to this new use. Many problems, such as overcoming the lack of stretch in glass yarn as compared to cotton, and the minimizing of abrasion on this delicate fiber were considered. Special methods and devices were developed and applied to meet the new conditions imposed by glass. Special methods of handling the yarn during weaving to prevent abrasive wear on the looms due to glass dust in the air; and proper polishing and plating of all materials in contact with the yarn, as well as proper humidification, were introduced.

As to the fabrics, glass can be woven into practically any desired form, and when so woven, an eternal fabric is produced capable of being stored indefinitely. Being entirely mineral, it is immune to mildew, dry rot, and kindred deterioration which affects vegetable fibers such as cotton and jute, and to the ravages of vermin which attack animal fibers such as wool.

The glass fabrics are bright, flexible and strong. The glass may be colored at the time of manufacture, such color being as fadeproof as a stained glass window. The fabrics may be used in conditions involving contact with acids and strong chemical fumes which would destroy other fibers.

Glass fabrics also possess the peculiar property of becoming smooth by a simple pressure of the hand. For example, neckties containing a large percentage of glass yarn may be twisted into the hardest knot and then brought to their original smooth perfection by a slight pressure of the hand, the tie being laid on a flat surface.

A parachute shroud line made entirely of glass was fabricated and passed all requirements for strength per cubic inch of bulk. Had this been finally adopted (weight alone causing its rejection), we would have had a parachutist bailing out on a glass cord,—perhaps one for Ripley.

This adaptation of glass to textiles is, of course, in its veriest infancy. Daily new applications are being explored and developed. In less than a year's time, our own production has reached 1,500,000 feet per week of fiberglas textiles.

HOW STRONG IS AMERICA?

(Continued from page 6)

established ways, and to defy authority. Thus, in such slave economies, the long term rate of progress will inevitably be slowed up, and the sub-surface decay will ultimately prove decisive. Germany has injected basic long term weakness into her revival of medievalism which Hitler glibly mislabels the "new order." While Germany is temporarily economically strong, she is morally weak. In making tyranny and ungodliness part of her credo, she has created internal weaknesses of great significance. And in each conquest of neighboring countries, she has piled up more problems than she has solved.

Thus, as custodians of the world's ideas of liberty and human decency, we in the United States have an obligation to keep ourselves strong during this dramatic transitional period. In so doing, it should be our determination to keep the lamp of liberty burning, so that we can demonstrate to peoples everywhere that freedom and human decency are consistent with the highest standards of living and of rising material strength and well-being.

Printing can Help Defense

INCREASED employment has emphasized the importance of employer-employee relationships.

An employee house organ, an annual employees' report and a methods and policy handbook can promote among employees a more intelligent comprehension of the job that must be done. Comprehension generally means co-operation.

We have prepared portfolios on these subjects which will help you secure employee co-operation.

Our representatives will show them to you on request. You incur no obligations by asking.

The Case, Lockwood & Brainard Co.
PRINTERS—HARTFORD, CONNECTICUT

NEWS FORUM

Acquisition

MAGGI, INC., of New York, the United States branch of a Swiss company, will build a new plant in New Milford where production is expected to start early in 1942. The company manufactures food seasonings and boullion cubes which have been on the domestic market for about 50 years.

Construction plans call for the erection of two large buildings, each four stories high. One will be 100 by 200 feet in ground dimensions and the other will be 100 by 180 feet. Plans are being drawn by Fletcher-Thompson, Inc., of Bridgeport.

Mr. Maggi stated that favorable tax conditions and fair attitude of government toward business led to the selection of a Connecticut location. About 200 persons will be employed, it is understood, when the plant opens.

Calendar

PLANS FOR RESEARCH DAY, an annual event sponsored by the New England Council, were discussed at an informal meeting of the Connecticut Committee which met in the Hotel Bond on March 5. Those attending the meeting included Russell G. Warner, chairman, Connecticut Technical Council, New Haven; W. K. Simpson, secretary, Connecticut Technical Council, Waterbury; Dr. J. H. Lampe, dean of engineering, University of Connecticut; L. M. Bingham, The Manufacturers Association of Connecticut, Inc.; Richard B. Cross, New England Council, Boston; Kenneth P. Gregg, director of research for the State Development Commission.

EXECUTIVES OF MANUFACTURING PLANTS and proprietors of the smaller machine shops gathered

at a dinner meeting of the Stamford Manufacturers' Council held in the Roger Smith Hotel where they heard Major Stuart Naramore, U. S. Army, discuss closer coordination of Stamford industry in the national defense program. Following the address a plan was presented for the consideration of the industrial executives looking toward the obtaining of sub-contracts from prime contractors doing government work.

"CAN DEMOCRACY SECURE MAXIMUM PRODUCTION?" was the topic for discussion at the fifth of a series of public lectures sponsored by the Connecticut Economic Council and held March 3. Ralph E. Flanders, president of the Jones & Lamson Machine Company, Springfield, Vt. was the principal speaker. Mr. Flanders, also president of the New England Council, is one of the country's leading engineers and industrialists. He holds degrees from Dartmouth, Stevens Institute and Middlebury, and is the author of "Taming Our Machines", "Platform for America", and numerous technical papers.

In its series, the Connecticut Economic Council is presenting leaders in the fields of government, economics, finance and industry. These conferences are devoted to a study of the organization of free enterprise under a democracy and of a planned economy under dictatorship.

THE MARCH 13 MEETING of the Industrial Advertising & Marketing Council was held at Hotel Burritt in New Britain. Philip Wilcox, Advertising Manager of the Keuffel & Esser Company, Hoboken, New Jersey, spoke on "Our Job-Today", a talk similar to the one he delivered at the

N.I.A.A. Convention in Detroit last fall.

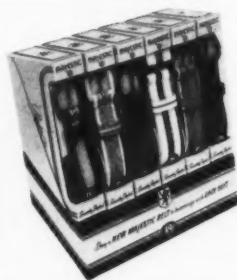
THE GREENWICH CHAPTER of the National Association of Cost Accountants held the semi-monthly directors' meeting at the Roger Smith Hotel, Stamford, Connecticut on Tuesday evening, March 4. Early plans were considered for the National Convention to be held at the Waldorf-Astoria Hotel, New York during June.

The Study Group met later in the evening and discussed "Finished Goods Inventory" under the leadership of L. B. Kilburn, Inventory Supervisor of the Yale & Towne Manufacturing Company, Stamford, Connecticut.

At the March 18 meeting of the Greenwich Chapter, held jointly with the Manufacturers Council of the Stamford Chamber of Commerce at Rich's Restaurant in Greenwich, speaker Joseph E. O'Grady, Attorney of the Wage and Hour Division, U. S. Department of Labor, New York spoke on the subject "Wage and Hour Law and Its Problems".

"LABOR AND MANAGEMENT" was the subject of Robert J. Watt, international representative of the American Federation of Labor when he addressed members of the Connecticut Chapter of the Society for the Advancement of Management on March 20 at the Elm Tree Inn, Farmington.

The April 22nd meeting will be a joint meeting with the New Haven Chapter of the National Association of Cost Accountants to be held at the Y. M. C. A. Ballroom in New Haven at 6:30 p. m. George W. Osborne of the International Silver Company, Meriden, will speak on "Office Management."



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A TALK, "Industrial Power Presses", was delivered by W. M. Evarts, of the E. W. Bliss Company, Brooklyn, at a lecture meeting of the Bridgeport Section of the American Society of Mechanical Engineers on February 18. The subject was discussed from the manufacturing angle and questions answered as to the best type of press for the manufacture of a given article. Films of presses in action were shown by Mr. Evarts who is a prominent engineer with the Bliss company, nationally known manufacturer of power presses.

★ ★ ★

INCREASING SIGNIFICANCE OF NEW ENGLAND in the nation's industrial development was emphasized by Prof. Philip Cabot of the Harvard Business School at the opening session of the two-day New England Conference on National Defense sponsored jointly by the Business School and the New England Council. Prof. Cabot told more than 200 New England business executives gathered on February 15 that a new economic order is imminent in the United States as well as in Europe, and that "it may well be an order in which New England is again qualified to lead."

Dr. George S. Pettee, instructor in government at Harvard, said that "the erasing and redrawing of the map in the other hemisphere must not be allowed to shape our fate . . . we dare not fail to keep our powder dry, though first of all we need the powder."

★ ★ ★

SPEAKING before the Foremen's Club of Norwalk, Dr. Allen E. Stockdale of the National Association of Manufacturers traced the tremendous progress which has been made by our generation, not only in industry but in all the arts and sciences. On the subject of preparedness, Dr. Stockdale said "this has been a 'capitalistic' country with an economic system of free enterprise for 163 years, and in those 163 years we have had 140 years of peace. Our great economic foundation, which is the envy of the world, has been built on peace."

Defense

"DEFENSE FOR AMERICA" is the theme of a new weekly radio report to the nation on the progress of na-

tional defense production, a program presented in cooperation with the National Association of Manufacturers over WEA and NBC's nationwide Red Network every Saturday night, 7 to 7:30 p. m., E.S.T. The first program in this series was heard on Washington's Birthday, February 22.

The programs take the radio audience into defense producing plants to talk with employees at their benches, and into the offices of production executives to hear from the lips of the men who are actually building national defense how American industry is making America strong.

In Cleveland the initial program centered on the amazing story of how the vital machine tool industry is pressing on to the achievement of new highs in the production of the tools on which all mass production for defense depends.

★ ★ ★

MAGNESIUM was placed under a mandatory priority system by the Office of Production Management on March 4. Officials said the step subjected the metal to the same controls imposed February 24 of aluminum and machine tools. Top price of 11 cents a pound for mixed aluminum scrap sold by airplane manufacturers was fixed by the Defense Commission.

Notice of the price fixing was given to airplane manufacturers and scrap metal dealers in telegrams sent by C. A. Bishop, acting head of the commission's price section. The price applies to mixed aluminum scrap released for sale to the dealers by an order of the Office of Production Management on February 28.

Died

COLONEL WILLIAM C. CHENEY, president of the board of directors of the Connecticut State Prison, died at the Hartford Hospital on March 2. He had been a director of the state's prison and a member of the board of parole for 21 years and had served as president for seven years.

Born in Manchester in 1864, and the son of the late John S. and Ellen (Coates) Cheney, Colonel Cheney was educated in Manchester schools and Hartford Public High School and then became an apprentice in the throwing department of the Hartford mill of Cheney Brothers. After his transfer to the Manchester mill he became superintendent and manager

of the department. Later he was elected director of the firm.

Active in Republican politics, Colonel Cheney served in both houses of the General Assembly, on the State Central Committee and the Town Committee in Manchester.

Upon the death of his uncle, James W. Cheney, Colonel Cheney was appointed in 1919 to the board of the state's prison. Among the progressive steps made during his service as a director and president of the board was the creation of the Osborn Prison Farm in Enfield and extensive renovation of the prison at Wethersfield. He was a student of rehabilitation problems and took a deep personal interest in the convicts, particularly the younger men. He visited the prison at least weekly.

Colonel Cheney was a director and, for several years, president of the Manchester Chamber of Commerce; a member and former officer of the South Manchester Volunteer Fire Department, a former commissioner of Hartford County, and a member of St. Mary's Episcopal Church, Manchester. He was a director and vice-president of the old Manchester Trust Company and a director after it was reorganized in 1932. An ardent baseball fan, he was president of the Manchester Baseball Association from 1903 to 1907. Memberships included the Manchester Masonic Lodge, the Hartford Club and a former membership in the Manhattan Club, New York City.

He leaves his wife, Mrs. Sarah (Griffin) Cheney; a brother, General Sherwood Cheney; and two sisters, Miss Emily Grace Cheney and Mrs. Clifford D. Cheney, all of Manchester.

Burial was made in East Cemetery, Manchester.

Education

CARL A. GRAY, president of the Grenby Manufacturing Company of Plainville and former chairman of the Governor's Employment Commission discussed "The Connecticut Plan" at a meeting of the Connecticut Valley Division of the Public Welfare Association at the Y. W. C. A., 155 Broad Street, February 26. Mr. Gray described the Connecticut Plan as a system of job training whereby unemployed persons were trained for types of jobs which the Commission had found were open in various communities. In Hartford, the speaker stated,

every man who completed the job training course was placed at work at a minimum of \$25 a week.

The Connecticut Plan involved three essential steps, Mr. Gray said. They were: (1) survey and analyze the unemployed; (2) survey industry in each community to find out what type of worker is most needed and (3) train the proper men for particular jobs.

★ ★ ★

THE LITHOGRAPHIC TECHNICAL FOUNDATION, INC., New York, in collaboration with the Advertising and Graphic Arts Trade Board of the Hartford Chamber of Commerce, has completed arrangements for the sponsoring of a six-lecture course entitled "Science of Pressroom Procedure", which opened in the Hartford Electric Light Building, Hartford, Connecticut, Wednesday evening, March 26 at 7:30 p. m. Registration, already numbering more than 40, is expected to reach between 60 and 70, representing leading lithographic establishments from throughout the entire Connecticut River Valley. The lecturer will be Mr. Charles E. Latham, lithographic consultant, a graduate engineer with more than ten years practical experience in lithographic plant work.

This is the first time that New England has had an opportunity to present on its own grounds the course in Pressroom Procedures which was offered in New York by the Lithographic Technical Foundation for the first time, two years ago, and which since has made history in attracting more than 500 men when presented in Philadelphia, Baltimore and Wash-

ington in recent months. Run on a non-profit basis, the pro-rata costs per registrant are reduced in direct ratio to the size of registration, and are very nominal. Its purpose is to bring to actual lithographic practitioners, practical information concerning developments, modernized procedures and refinements of pressroom techniques which may be applied for the betterment of production standards in the various plants represented. This is the first in a series of educational efforts planned by the newly-formed Advertising and Graphic Arts Trade Board of the Hartford Chamber of Commerce, who are contemplating offering courses also in Plate Making, Photography and Estimating.

★ ★ ★

COLLABORATION WITH THE UNIVERSITY OF CONNECTICUT by Pratt & Whitney Aircraft Division of United Aircraft Corporation in an effort to aid in meeting its urgent need for draftsmen will result in the offering of an intensive eight weeks' course of study designed specifically for this purpose. 25 students were enrolled for the first session which started March 17 at the Camp School in Hartford, a City public school, recently turned over to the University.

Instruction will be supplied jointly by the Division and the University and will include courses in mechanical drawing, metallurgy, mathematics and shop theory. While in full-time attendance during the 40-hours-a-week period, the student will receive pay of 50 cents an hour. Upon graduation—and qualification as a junior draftsman—he will be employed by the Pratt & Whitney Aircraft engineering

department at a minimum salary of \$120 a month.

This training program has been laid out to provide the necessary theoretical background as well as the practical knowledge of materials, processes and graphical methods required of a draftsman. Frequent field inspection trips will supplement the regular classroom study.

Applicants must be American citizens at least 18 years of age and must show a minimum of four years' high-school mathematics. Preliminary applications are accepted by the Connecticut State Employment Commission in Hartford. Those approved are referred to the Pratt & Whitney employment officer for further consideration.

★ ★ ★

THE BRIDGEPORT ENGINEERING INSTITUTE has been asked to expand its program to provide men in industry with technical knowledge at the college level in support of the national defense program.

Yale University, which is in charge of the program for Southern Connecticut, has designated the Bridgeport Engineering Institute for this service in Fairfield County. The Bridgeport Manufacturers Association will cooperate with the Institute in bringing the newly arranged courses to the attention of those employed who can benefit from them and in pointing out fields where technical courses are particularly needed in this area.

Bridgeport's Board of Education is contemplating a new industrial training course planned for the seniors in the Bridgeport high schools to help meet the need for labor in local factories. At the Board's meeting, 16

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prominent leaders in Bridgeport industries gave their support of an intensified training course which would be given to eligible seniors starting March 10.

★ ★ ★

A **NATIONWIDE** system of training-within-industry has now been established to supply skilled men for defense industries, it was announced by Sidney Hillman, associate defense director. The plan involves the appointment of some sixteen district representatives to assist with the program which is carried out by industrial concerns in their own plants and at their own expense. Each district representative will be assisted by a council of four advisers, one from the AFL, one from the CIO, and two from industrial management.

District offices have been set up in 22 industrial centers, including Boston, Hartford, Conn., Canton, N. C., and Atlanta, Ga.

Expansion

RECENT EXPANSIONS at Pratt & Whitney Aircraft Division of United Aircraft Corporation include enlarged cafeteria facilities for employees and a new engine assembly building with conveyor system.

The new cafeteria has been designed to handle 12,000 persons daily which, together with previously-existing facilities able to accommodate 11,000 employees a day, gives the East Hartford aircraft engine manufacturer the distinction of having the largest single, industrial food-dispensing facilities in Connecticut if not in New England.

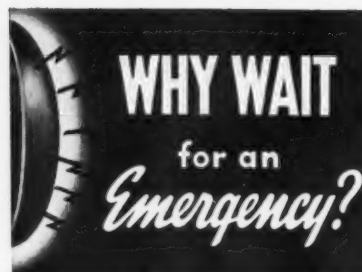
The cafeteria cost almost \$250,000 to build and equip, and is an important part of the expansion program made necessary at Pratt & Whitney Aircraft by national defense requirements. Being underground, the new cafeteria is windowless and is provided with forced draft ventilation. The Jones, McDuffee and Stratton Company of Boston installed the food service equipment, while the R. G. Bent Company of Hartford was the building contractor. The total space devoted to food-dispensing facilities at Pratt & Whitney Aircraft now totals more than 57,000 square feet.

The last of four new factory buildings which have been added to its engine manufacturing facilities at East

Hartford in less than two years is an addition with floor area of nearly 400,000 square feet. Indicative of the size and swiftness of the expansion which the engine division has undergone is the fact that the new building is the same size as the entire Pratt & Whitney plant of two years ago. It is devoted solely to engine assembly facilities.

★ ★ ★

NEW PARKING FACILITIES were recently completed at United Aircraft's engine and propeller plants in East Hartford which more than double the previously-existing automobile parking space available for employees. In all, there are now nine separate parking grounds for the use of the personnel of the East Hartford plants. Together, these cover a total area of nearly 40 acres, and are capable of accommodating nearly 8,000 cars a day in an orderly manner. Included in these facilities is a special 100-car parking area specifically intended to accommodate employment applicants. This parking lot, located adjacent to the Employment Office, is believed to be the first ever built by a corporation solely for the convenience of those seeking work.



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COLT'S PATENT FIRE ARMS MANUFACTURING COMPANY of Hartford has requested a permit to install a new passenger elevator in the building at 17 Van Dyke Avenue at an estimated cost of \$6,970. Permit is also requested to install a new freight elevator at 15 Flower Street at an estimated cost of \$3,890. The Otis Elevator Company is the contractor in each case.

★ ★ ★

GOODMAN BROTHERS, Meriden food manufacturers, have recently purchased the Morehouse Brothers mill property on Miller and Stone Streets. Goodman Brothers firm, which was organized four years ago in Hartford, went to Meriden last August when the concern took a three year lease on 12,000 square feet in the Morehouse one-story brick building. Due to the firm's opening of a pickle department recently and the vast improvement in its business, the need for expansion became imminent and the officials decided to purchase the entire building.

★ ★ ★

PURCHASE of four large unoccupied buildings of the Crane Company in Bridgeport was recently made by The Aluminum Company of America, with plant in Fairfield employing 1,460 persons in three shifts in national defense work and with a backlog of orders said to be almost limitless. It is understood that the acquisition of the Crane plant will make it possible for the Aluminum company to more than double its Fairfield output of castings for airplane engines and that the operations will only be limited by the availability of labor.

The acquired plant has a railroad siding.

★ ★ ★

THE RUSSELL MANUFACTURING COMPANY is now using its addition to the main plant where warping and picking is being conducted by a group of 25 men. Picking is described as an operation necessary after the web comes off a loom, picking out weak spots and cleaning away any projecting threads. The addition was started in mid-January and completed under some handicaps, especially those imposed by water running down from Saybrook road.

★ ★ ★

ERECTION of a new 30,000 square foot addition in Orange, Connecticut, has been started by the Wilson H. Lee Company, it was announced by John R. Demarest, president of the printing firm. Mr. Demarest also announced at the same time that the concern had signed a long-term contract with the Standard Statistics Company, Inc. of New York, publishers of corporation and financial reports, for the printing of all their statistical publications.

★ ★ ★

AN EXTENSIVE ADDITION at Factory L of the International Silver Company's Meriden plant has been started with the H. Wales Lines Company of Meriden as general contractors. The new addition will be of the latest factory saw-tooth design to measure 140 by 150 feet of brick construction in addition to a two floor addition to the present plant measuring 80 by 30 feet. Lee P. Revere, factory manager, said that the building program would not only provide for

expansion but would also include an improvement in operating conditions.

Factory L produces practically all of the sterling silver manufactured by the International Silver Company and for the past year has been operating at capacity. The construction work will probably be completed by July.

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ARATEX, INC., purchaser of No. 4 mill from the Ponemah Mills at Taftville, will expand casein fibre production when its operations get underway. Purchase of the property was made because of the need for expanded production facilities for Aralac casein fibre for hat manufacture, plus the desire for quarters which would permit of further research, according to a letter to the Daily News Record in New York City from F. C. Atwood, President of Atlantic Research Associates, Inc., a subsidiary of National Dairy Products Corp., of which Aratex, Inc., is also a subsidiary.

★ ★ ★

PLANS for a new telephone building in New Britain are now under way according to H. F. Fox, local manager of the Southern New England Telephone Company, with construction scheduled to start in the spring. The new two-story building will be erected on the company's Court street property where a dial system will be put into service. Because of increasing demands for new telephone installations stimulated by Connecticut's defense industries, and because of supply priorities, it is not known exactly when dial service will be introduced in New Britain.

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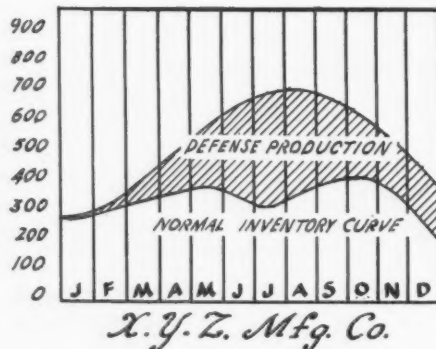
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OTHER CONSTRUCTION for the past month to be announced includes: Bridgeport Brass Company whose award to Stone & Webster Engineering Corporation covers construction of a new four-story office building and a two-story addition to an existing building; the National Folding Box Company of New Haven which will build a two-story addition to its plant. Fletcher-Thompson, Inc., has the plans; Princeton Knitting Mills, Inc. of Watertown with award of contract to Bartlett-Brainard Company of Hartford for construction of a three-story addition to its plant; Waterbury Button Company's newly proposed addition 75 by 90 feet for its plant; New Departure Division of General Motors to build a one-story building; and H. J. Mills, Inc. of Bristol which has plans for a factory addition to cost \$38,000.

★ ★ ★

SALE of the former Meeker Foundry building in South Norwalk to Corrosion Control Corp. of Newark, N. J. has been announced by the Chamber of Commerce. The Newark firm produces industrial paints and will employ about 50 men using as many local residents as possible. The firm will take possession July 1 and will make extensive improvements in the building so that actual operations will probably begin in August.

H. Clinch Tate, vice president of Corrosion Control Corp. said the removal will also represent an expansion of his company's production facilities and mentioned that they expected to receive large orders in connection with defense contracts.

★ ★ ★

THE PARKER STAMP WORKS, INC. has purchased the plant of the former R. S. Peck Company, Inc., located at Franklin Avenue, Hartford. The new owners will remodel the building for their manufacturing purposes and expect to take possession about May 1.

The company is now chiefly engaged in the manufacture of steel marking stamps and dies of all kinds, plastic mold dies, die casting dies, embossing dies, forging dies. It also does machine work such as hydraulic hobbing, mechanical engraving, duplicate milling, two and three dimensional profiling and special machine work.

Grievances

A L L E N MANUFACTURING COMPANY workers resumed production after settling differences with the company management at a conference held February 24. The 25 or 30 workers in the set screw department who walked out reached a com-

promise regarding hours with Personnel Manager E. S. Grant. The shop committee of the striking department, which is on a 24 hour production schedule, represented the workers.

★ ★ ★

WORKERS at the Underwood Elliott Fisher Company returned to work after their 33-day strike. Settlement included a wage increase of three cents an hour for workers on an hourly rate and four percent of those on piecework. The majority of the workers are in the piecework group.

The return to work was voted at a mass meeting on the basis of the wage gain and a new working agreement.

★ ★ ★

A STRIKE at the plant of the United States Rubber Company, Naugatuck, which, had it continued, would have put 2,000 employees out of work, was settled March 13 after a four-hour conference between company officials and representatives of the United Rubber Workers of America, C. I. O.

★ ★ ★

THE E. INGRAHAM COMPANY, second largest and one of the oldest industrial concerns in Bristol, has, according to information released to the Bristol Press, signed a "consent election agreement" for a collective bargaining election to be held on March 26 throughout its plant. Details of the

election will be arranged by, and the election held under supervision of, the Boston office of the National Labor Relations Board. Edward Ingraham, president of the company, stated to the Press that the "company considers it only fair that its employees should have the opportunity to express their approval or disapproval of the CIO unit which seeks certification as the sole bargaining agency for all employees".

Industrial Relations

EMPLOYEES AND STOCKHOLDERS of the Farrel-Birmingham Company, Ansonia, received copies of the management's annual report of operations, showing, among other interesting things, a breakdown of how the company's sales dollar was expended during the year 1940. Of particular interest to all employees, officers and stockholders are the following developments in 1940 as compared to prior years:

Payments to employees. During the ten-year period, 1931-1940, the company paid out \$47 in wages and salaries (exclusive of officers' salaries) for each \$1 of net earnings. The proportion of the sales dollar paid to employees remains fairly constant in good times and bad; the actual dollar amount of payrolls increases with increases in billings to customers, as was the case during 1940.

Stockholders' returns in 1940 improved over last year and tended to offset losses during the years of the depression. During the ten-year period, 1931-1940, the average returns, however, for stockholders and for a "rainy day" were one cent per dollar of sales income.

Taxes of all kinds in 1940 were 72% more per sales dollar than the ten-year average. During 1940 the company paid 8.80¢ out of each sales dollar for taxes, as compared to 5.22¢ per sales dollar average during the ten year period, 1931-1940.

★ ★ ★

ONE OF THE FIRST PENSION PROGRAMS to be inaugurated by any major defense industry in recent years was recently adopted by the United Aircraft Corporation whose group annuity plan for both office and shop employees is being installed by the Connecticut General Life Insurance Company. Of more than 21,000 employees in the three divisions of United

Aircraft, all those 30 years or more of age and with two years' service will be eligible to participate. The plan is believed to provide as broad a coverage as feasible in view of the complex problem of keeping records on such plans. At a cost estimated at more than \$1,000,000, the company will pay for past service benefits accruing to employees since the present corporation began business September 1, 1934. Joint contributions by the company and employees will pay for future service benefits.

President Eugene E. Wilson of United Aircraft described it as "another step in the corporation's program to take advantage of all developments designed to provide security for its personnel."

★ ★ ★

RECORD of the Bridgeport Brass Company was given to employees in the form of a gaily-colored 22-page miniature magazine. Filled with photographs, the magazine is written in non-technical language and breaks another tradition with the selection of the average stockholder. In this case, he is George Brunjes "who operates a flower and seed store with his brother, William, in Brooklyn, N. Y. He is an average Bridgeport Brass stockholder who has saved his money and invested it in the company. He owns 113 shares, works every day in the business started by his father 5 years ago."

The magazine is a supplement to the regular annual report in which Ralph E. Day, president, discloses that the firm's business, "at levels never before attained in its entire history," netted an income of \$1,258,776.38, or about \$1.34 a share. Last year the firm earned \$459,057, or \$.49 a share. Another record was set in the number of employees. With 691 added to the force in 1940, more are now employed than ever before in the company's history.

★ ★ ★

CONNECTICUT LIGHT & POWER COMPANY'S 1940 annual report bespeaking their continued efforts to provide vital electric and gas service to the state's national defense industries was placed in the hands of employees on March 8. The report, second of its kind made by President Charles L. Campbell, is based on the company's feeling, he said, in an introductory letter, "that you are entitled to such a report because it is your investment of brains and labor which helps make the company, and

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you have every right to know how your investment is being used and how it is being protected."

Illustrated with photographs and charts describing various phases of the company's operations, the report provides a break-down of revenue and expenses, and shows the growth of tax payments from \$665 per employee in 1930 to \$1,349 in 1940. Of the

MOVING SPECIALISTS

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Armory Machines Moved Quickly
Without Bonus as Incentive, Moving Concern
Had Some Pieces Running in Two Hours

Several weeks before President Roosevelt called for "speed and speed now," the Armory had answered that call with the fastest moving job of heavy machinery perhaps ever seen in the city.

Some of the machinery. It was learned yesterday, was in operation at the new \$800,000 hill plant not more than two hours after it had ceased functioning at the Watershops plant.

The Roger Sherman Transfer Company of Hartford agreed by its contract to move at least 50 pieces of machinery per day. It moved 212 pieces of machinery within three days.

an officer of the company said yesterday. Within six hours the first 74 pieces of machinery had been moved into the new plant. The second day 92 pieces were transferred and the third day pieces were moved on the third day. Altogether about 1000 different pieces of machinery were taken from the Watershops to the new plant, the Armory moving much of this machinery itself.

An officer for the transfer company said there was no bonus for the quick work and declared there was no stipulation that the machinery must be in operation at the new plant within a given time.

ROGER SHERMAN

TRANSFER CO.

HARTFORD
8-4153

NEW HAVEN
6-1368

\$2,587,117, towns get \$771,822, the state \$381,083 or \$1,152,905, against \$1,434,212 for the Federal Government.

★ ★ ★

AWARD OF CASH PRIZES to four employees for the four best suggestions made during 1940 was announced on February 27 by H. M. Horner, General Manager of Pratt & Whitney Aircraft, who stressed the fact that "the best thoughts of everyone, from the oldest to the newest worker, are needed for the present national defense emergency."

First prize of \$100 was awarded to M. Grzesuick in recognition of his suggestion for grinding pins. The second prize of \$75 went to Robert Burns for suggesting a method of eliminating vibration in certain testing machines. Third prize of \$50 was awarded to Floyd Hall for suggesting the use of a protractor stop on tube benders, while the \$25 fourth prize went to Thomas A. Moffett for suggesting the use of a ball-bearing chuck in his department.

In announcing the awards, Mr. Horner also revealed that the Suggestion Box procedure has been revised so as to offer Pratt & Whitney employees greater opportunity to participate in the suggestion awards. Heretofore, awards for the best suggestions have been made quarterly and annually. Under the new revised plan, which goes into effect immediately, cash prizes will be awarded monthly and semi-annually.

★ ★ ★

UNITED ILLUMINATING COMPANY of New Haven has placed the sum of \$590,000 in reserve under a proposed revision of the employees' pension system which will place it on a sounder actuarial basis, President James W. Hook announced in letters to stockholders early in March.

Pay Check

ADDITIONAL WAGE-SALARY PAYMENTS covering the six months' period ending April 30, 1941 to be made early in June, have been announced by United Aircraft Corporation in pursuance of the policy inaugurated last fall. Employees who are not already participating in departmental group payments or in the Corporation's Incentive Compensation Plan are affected. Nearly 10,000 em-

ployes in the East Hartford division will participate in these payments as compared to 7,000 who shared in the payments made last December. At Stratford, approximately 3,800 employees will participate, as compared to 2,000 last December. It is estimated that the total payments for all divisions will be about \$600,000, approximately double the amount paid in December.

★ ★ ★

THE 22ND BONUS paid since January 1, 1935, will go to about 2,400 employees of Fafnir Bearing Company when the quarterly bonus is paid on April 15, amounting to nearly 11 per cent of their total earnings, including overtime earnings. It will be paid to men and women employed by the company for six months and over, excepting directors, officers and salesmen.

★ ★ ★

PURSUANT to an announcement made last December that it would pay an unemployment bonus amounting to about \$5 a week to each of 100 employees laid off at that time, the Metropolitan Body Company announced last February that it would commence to recall the workers to its enlarged plant in Kossuth street, Bridgeport. The company has leased additional room from Saltex Looms, Inc., increasing its floor space from 40,000 to 135,000 square feet which Charles L. Friedman, general manager says means that the daily output will be increased 50 per cent, and that its present backlog of orders means 50 weeks of operation.

Pulse

INCREASED REVENUES of The Southern New England Telephone Company during 1940 were accompanied by a continued upward climb in payrolls and taxes, so that net earnings for the year amounting to \$3,240,736, or \$8.10 per common share, were approximately the same as in 1939, President H. C. Knight reported at the annual stockholders' meeting held in February.

Operating revenues were \$20,446,917, and operating expenses were \$13,945,468. Dividends totaling \$7 per share of common stock were declared during the year, and a balance of \$440,736 was transferred to surplus. There were 601 million local calls, an increase of 6.9 per cent over 1939.

Toll calls, or calls outside the local service area, totaled 29.5 millions, up 8.2 per cent.

Expenditures for new construction during the year were \$6,327,000, resulting from gross plant additions of \$7,849,000 less \$1,522,000 for plant and equipment retired and later re-used. Total assets of the company increased from \$95,715,586 at the end of 1939 to \$99,176,849 at the end of 1940.

★ ★ ★

THE WATERBURY CLOCK COMPANY has received an offer to buy \$500,000 worth of its new common stock, E. T. Carmody, lawyer for the company told the press. Carmody explained that Thomas Olsen, a Norwegian shipping man, made the offer after personal negotiation with the company. Mr. Olsen is in the United States making investments for a Norwegian trust which he represents.

A recapitalization move is planned by the clock company on the basis of this offer.

★ ★ ★

COMPANIES REPORTING INCREASED EARNINGS for the past year include: the Eagle Lock Company, reporting for the year ended December 31, 1940, and showing a net loss of \$21,593 compared with \$45,254 for the previous year. Sales for the year showed an increase of slightly over \$50,000. Surplus of the company now stands at \$1,555,673; the Bullard Company will show for 1940 an estimated net income equivalent to \$6 a share. This compares with \$1.04 earned in 1939; United States Envelope Company reported for 1940 net income of \$530,418, equivalent to \$13.26 on the preferred and \$9.54 on the common. This compares with a net income of \$417,674, equivalent to \$10.44 and \$5.24 respectively in the previous year; the Russell Manufacturing Company reported at its annual meeting to stockholders February 12 that sales volume for December 1940 and January 1941, the first two months of its fiscal year, aggregated \$1,048,000, an all time record for two consecutive months. In the corresponding months a year ago the sales were \$648,000.

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REMINGTON ARMS COMPANY, INC. reports a net income for 1940 of \$1,945,563, compared with \$1,392,646 in 1939, an increase of about 40 per cent.

Earnings of the International Silver Company represented an increase of \$676,746 over the 1939 volume. The net profit was \$1,225,073 as compared to \$837,692 for the year 1939.

The Eastern Malleable Iron Company of New Britain increased its capital surplus in the amount of \$154,762.85 during 1940, according to the annual statement to stockholders.

A net profit of \$56,241,000 was realized by the General Electric Company on operations in 1940, after deductions for depreciation and taxes, it was announced by Charles E. Wilson, president.

The Borden Company, Bridgeport, reported that its earnings dropped slightly in 1940 because of higher costs, although sales volume rose 3.8 per cent.

The Fafnir Bearing Company, New Britain, showed an increase of \$621,135.43 over the 1939 operating profit of \$1,430,542.27.

American Hardware Corporation 1940 earnings were up the highest in a decade. Reports give net earnings for 1940 at \$1,034,057 against \$827,819 in 1939.

The Union Manufacturing Company wiped out a surplus deficit which had existed for years, and was able to set up a surplus of \$27,164.65, and paid out \$20,000 in dividends last December, the first in several years.

Greatly improved business conditions are reflected in the annual statement of the Billings & Spencer Company. Net earnings for the year amounted to \$137,687 or 74 cents a share, contrasted with loss of \$14,718 in 1939. Total sales for the year were 97 per cent over 1939, President William A. Purtell reported.

★ ★ ★

CONNECTICUT WAGES top the average in the country as disclosed in an analysis of 1939 census data on labor and production in the United States. Taking figures just released by E. F. Bemis of the Bureau of Foreign and Domestic Commerce, it is found that the average annual wage in 1939 for the reported 233,525 wage earners in Connecticut, receiving a total payroll of \$276,274,243, was \$1187, against the national average of \$1152 and the average for New England of \$1077.

Stork

A NEW ADDING-FIGURING MACHINE which computes 60th

fractions has been announced by the Underwood Elliott Fisher Company, One Park Avenue, New York. This model was particularly designed for use in defense production preparations to add and subtract minutes or hours, but it is also ideally suited to any business which uses this data in figuring work.

In modern business where legal requirements specify that an accurate tabulation of working hours be maintained for each employee, exact records of time have become increasingly important. This machine will add and subtract minutes, as they accumulate, to make hours, and will also give a listing and total of actual hours and minutes. One of the many uses for the machine is the figuring and recording of flying time in connection with the airplane industry.

The ten-key keyboard operation principle for touch figuring is retained, with a single extra key which allows the 60th fractional feature to be disconnected so the machine can be used as a straight adding machine with direct subtraction and credit balance features.

★ ★ ★

A SABOTEUR - THWARTING DEVICE is the recent development of the United Cinephone Company in Torrington where the testing of an electric eye control to protect industrial plants against saboteurs or other intruders was recently carried out in the presence of Torrington fire and police officials. The system has seven invisible light beams, each projected 250 feet, and can be set for such sensitivity that smoke from a cigarette would interrupt the invisible infrared light beam in its path to a photoelectric cell, and set off the alarm. The device has been made for export.

★ ★ ★

TWO NEW RECORDING THERMOMETERS of the liquid filled type have been developed by the Bristol Company, Waterbury. They are known as the Case-Compensated Class I Recording Thermometer and the Fully-Compensated Class I Recording Thermometer. Improvements in these instruments extend the field of application of the liquid filled thermometer, making it possible to take advantage of the desirable characteristics of the Class I thermometer system on a greater variety of temperature-measuring problems.

The case-compensated instrument is offered in temperature ranges up to

400 degrees Fahrenheit and tubing lengths up to 10 feet or longer depending on conditions surrounding the installation.

★ ★ ★

FAFNIR bearings were used extensively in construction of the successful Sikorsky helicopter, which is a realization of a 30-year-old dream of Igor I. Sikorsky, engineering director of the Vought-Sikorsky division of the United Aircraft Corporation. A number of Fafnir ball bearings of the aircraft type were used to good advantage throughout this experimental plane, to provide it with friction-free controls which eliminated all "wobble". Several types and sizes of bearings were used and it is pointed out the ingress of dirt and fine particles of dust is prevented through the use of stainless steel shields. In addition to this, all exposed surfaces are cadmium plated, thus offering protection against corrosion and rust.

★ ★ ★

JOHN WOLCOTT, well-known Manchester landscape gardener, holds the basic patents on a new packaging machine for plants. For more than a quarter of a century various methods have been adopted by florists and growers of perennials to prepare them for suitable marketing in retail establishments throughout the country. Their efforts, on the whole, have been very disappointing. Failure to retain proper moisture condition around the plant and its roots has foiled those who would have made a fool-proof marketable package. Experiments have been carried out for the past ten years at the plant of C. E. Wilson & Company in Manchester. Eight machines of the new type are soon to be in operation in the Wilson plant and similar machines are now in use in the company's Texas rose propagating farm. All drafting of plans and machining of the parts that go to make up the packaging machine are made in the plant of C. E. Wilson & Company.

★ ★ ★

AT EXTRUDED PLASTICS INC., new Norwalk concern, mile after mile of colorless plastic is being turned out for women's belts. The tape can be supplied in red, green, yellow, or a variety of colors, depending on the base product which is a crystal-like substance called tenite.



The Legiscope

By PAUL ADAMS



DEFENSE MEDIATION BOARD of eleven members was created by the President March 19th. Clarence A. Dykstra will resign from the directorship of Selective Service to be chairman of the new board. The public, employees, and employers are repre-



DEFENSE
MEDIATOR
CYRUS CHING
... "To make
every reasonable
effort. . . ."

sented in the personnel of the board. Prominent among the employer representatives is Cyrus Ching, Vice President of the United States Rubber Company. Connecticut manufacturers can well claim with pride that Mr. Ching is their representative on the board. His record as a proponent of sound industrial and public relations policy is highly commendable. The board will function through panels of three, one each representing the public, employees, and employers. When a panel has been named it is authorized to make every reasonable effort at adjustment by assisting the parties to negotiate arrangements and to afford to the parties the means for voluntary arbitration. It is to be a "super" labor board, only being called into action when Madam Perkins' conciliators have failed to adjust a controversy.

In the President's proclamation it is declared to be the duty of employers and employees engaged in production or transportation of material essential to national defense to exert every possible effort to settle all their disputes without any interruption in produc-

tion or transportation. Parties involved in any disputes are advised to give to the Conciliation Service of the Department of Labor and to the OPM the following information:

- (a) notice in writing of any desired change in existing agreements, wages, or working conditions;
- (b) full information as to all developments in labor disputes;
- (c) such sufficient advance notice of any threatened interruptions to continuous production as will permit exploration of all avenues of possible settlement of such controversies so as to avoid strikes, stoppages or lockouts.

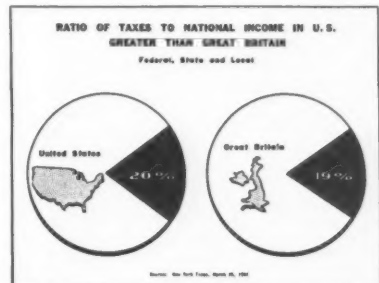
PROVOCATIVE of concern is the recent news item that David J. Saposs, formerly Chief Industrial Economist of the National Labor Relations Board, is now employed by the Advisory Commission to the Council of National Defense. It will be recalled that Saposs was head of the Division of Economic Research of the NLRB, which was subjected to violent criticism by the Smith Committee investigating the National Labor Relations Board. "The Division of Economic Research," states the report of the Smith Committee, "was . . . imbued with that strangely exaggerated sense of social responsibility that Saposs brought to his work from his background of socialism and active participation in leftist organizations and programs. Therefore, any material of a technical nature which it furnished might be expected to be tinted with the views of its chief." In its Intermediate Report, the Smith Committee recommended that the division be abolished. The Appropriations Committee in its report on the appropriation for the Labor Board stated its expectation that the Division would be abolished. The Labor Board defied Congress by

bluntly refusing to do this, but adopted the expedient of changing the name of the division to the "Technical Service Division". Saposs was not discharged. Finally, Congressional patience reached its limit and the Congress made its intent too plain for any further misunderstanding or willful misconstruction by adopting the following law:

"After the date of the enactment of this Act, none of the appropriation 'salaries, National Labor Relations Board, 1941' shall be obligated for the Division of Economic Research or the Division of Technical Service. . . ."

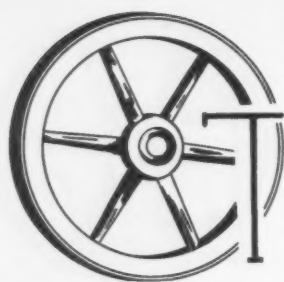
When there was no money for his job, Saposs resigned. But now his appointment to a position with the Advisory Commission to the Council of National Defense would seem to furnish him with even greater opportunities for carrying on his "active participation in leftist organizations and programs."

YOU MAY HAVE READ from time to time about how much more taxes you would have to pay if you lived in Great Britain. It is a common



fallacy to compare the Federal income tax rate in the United States with income tax rates in Great Britain. The Federal income tax is only part of a vast tax system comprised of all Federal, State, and local taxes. For example, out of approximately 14 billion dollars taxes collected for the

(Continued on page 27)



TRANSPORTATION



By N. W. FORD, *Traffic Manager*

Interchange of Freight at Intermediate Points. The Interstate Commerce Commission, Division 5, in a ruling on the "grandfather" applications of Lubbock-El Paso Motor Freight, Inc., Lubbock, Texas and L. & L. Fast Freight, Los Angeles, California, has announced the principles covering the right of common motor carriers to interchange freight at intermediate points. It states that the right of a motor carrier to continue interchange service at any point at which it was performing such service on the "grandfather" date is not limited to interchange with particular carriers. But where a carrier is not authorized under its certificate to serve an intermediate point, it cannot move goods to such intermediate point for the purpose of interchange "any more than it could do so for the purpose of delivery to a consignee."

★ ★ ★

Report in Ex Parte MC-22 Released by I. C. C. The Commission has released its report in Ex Parte MC-22,

in which it denied the proposed increase of rates sought by the New England Motor Rate Bureau and the Eastern Motor Freight Conference. The carriers had petitioned the Commission to authorize a ten percent increase of Classes 3, 4 and 5 rates for distances up to 150 miles and a five percent increase on these same classes for distances over 150 miles.

While the increases were not uniform, in general the proposal provided for the application of the third class rail rates as maxima on shipments subject to fifth class under the motor carriers' classification, provided such shipments weighed less than 6,000 pounds. Fifty-five percent of rail first class rates was proposed on fifth class shipments weighing from 6,000 to 20,000 pounds. No increases were recommended on truckload traffic.

The examiner for the Commission had recommended that a straight ten percent increase of rates be applied on both truckload and less-truckload traffic. Exceptions to the Examiners report were filed by the Association and also

on behalf of Yale & Towne Manufacturing Co.

An important feature of the Commission's recent report was a requirement that respondent motor carriers file with the Commission within sixty days a statement showing all truckload or less-than-truckload commodity rates that are lower than the corresponding railroad carload and less-than-carload rates. Provision was made for either shippers or carriers to attempt to justify any such existing rates.

★ ★ ★

S. J. Res. 32, Extending Coal Act, Introduced. A resolution (S. J. Res. 32) has been introduced in the Senate by Senator Guffey, which provides that "the Bituminous Coal Act of 1937 shall continue in effect, and any agencies or offices established to administer said act shall continue to exist until the expiration of a period of two years after April 26, 1941." This resolution was referred to the Committee on Interstate Commerce.

A similar joint resolution (H. J. Res.



ON HER WAY!

30 intercoastal ports hear American-Hawaiian's whistles . . . know that they herald the most frequent schedule in the intercoastal trade.

AMERICAN-HAWAIIAN
STEAMSHIP COMPANY

101) was introduced in the House by Representative Boland of Pennsylvania and was referred to the Ways and Means Committee.

★ ★ ★

Motor Carrier Safety Regulations Revised. The revised motor carrier safety regulations covering common, contract and private motor carriers are now available at the government printing office in Washington. The pamphlet contains over one hundred pages and may be obtained at the price of 20 cents per copy.

★ ★ ★

Forecast of Carloadings. An estimate on total railroad carloadings in 1941 and 1942 has been released by Ralph Budd, Transportation Commissioner of the National Defense Advisory Commission. The forecast indicates an increase of 9.4 per cent in total carloadings in 1941 as compared with 1940 and an increase of 16.9 per cent in 1942 as compared with 1940.

★ ★ ★

Perfect Shipping Month. For the fifth consecutive year, the Association of American Railroads, the National Association of Shippers Advisory Boards, the Railway Express Agency and other transportation media have designated April as "Perfect Shipping and Careful Handling Month" to headline their drive against freight losses.

Throughout the month, meetings will be held all over the country, where shippers and handlers will discuss improvements in freight packing, handling and loading. Results of intensive study of causes of freight loss and damage will be disclosed. A bugaboo to shippers and carriers since covered wagon days, freight loss and damage is particularly undesirable in these times of national emergency when none of our country's resources can be allowed to go to waste.

In 1921 the American Railroads paid out almost one hundred million dollars in loss and damage claims. As a result of the intensive drive that has been made, this has dwindled to slightly more than eighteen million dollars, which was the amount paid out last year.

Status of Freight Forwarders. The Interstate Commerce Commission has changed its mind both rapidly and frequently concerning a postponement of its order requiring freight forwarders to cancel their participation in joint rates with motor carriers. In an order dated February 26, the Commission declined to postpone the effective date for the cancellations beyond February 28, 1941. On the following day, it postponed the effective date to March 16 and on March 13 a further postponement was authorized until July 1 1941.

In a notice released with the latter order the Commission stated that it had been advised by the Advisory Commission to the Council of National Defense that, in its judgment, the cancellation of the joint rates between freight forwarders and motor carriers "would be detrimental to the national defense program".

★ ★ ★

New Form Bill of Lading. After studying the matter for some time, the New Haven Railroad has decided that, for the present at least, it will not adopt the four-part harmonized bill of lading approved by the Association of American Railroads, as its accounting and agency system cannot be adapted to make the best use of it without adding to the accounting expense. Accordingly, the railroad would prefer that shippers use the present form.

However, it has been determined that a five-part form the fifth copy to be designated "Waybill Copy", can be used to some advantage. The New Haven would have no objection to the use of such bills of lading nor, in fact, would this carrier object to the use of the new form on the part of shippers supplying their own bills of lading if they care to redesign them to match the new style.

★ ★ ★

Handling of Merchandise Cars from Connecticut. In a report covering the handling of merchandise cars from Connecticut points to primary off-line transfers for the month of February 1941, the New Haven Railroad shows that of the 1810 cars that originated at points in Connecticut only 90 or five per cent of the total were delivered late to connections. This record is in keeping with the customary performance, which

almost invariably averages above 95 per cent and is frequently as high as 97 or 98 per cent on time.

★ ★ ★

Rail Carriers Allowed to Invade Motor Truck Field. In the Kansas City Southern Transport Case the Interstate Commerce Commission virtually has given the railroads carte blanche to engage in motor vehicle operations in substitution for rail service between points on their lines exclusive of "key points". The Commission justified its decision on the ground that coordinated service can be supplied most efficiently and effectively either by the rail carriers themselves or by motor carriers under their control rather than by existing independent motor carriers.

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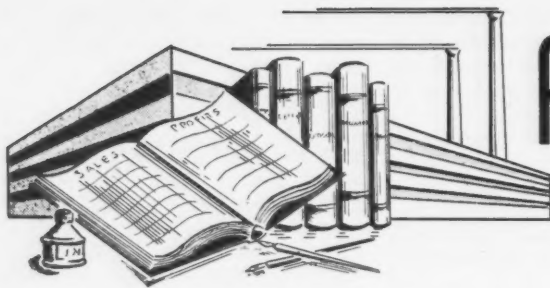
Great Lakes-St. Lawrence Waterway. The Association's Board of Directors has recently gone on record in opposition to the proposed Great Lakes-St. Lawrence Waterway and its position has been communicated to the Connecticut delegation in Congress.

This action was taken upon recommendation of the Association's Traffic Committee, which in turn was the result of a bulletin sent to the membership. With a single exception, the expression of opinion from more than sixty manufacturers was unanimous that the project was uneconomic and could not properly be described as a defense measure.

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Safety of Operation of Private Motor Carriers. In a decision released about the middle of March, the Interstate Commerce Commission found that mechanics, loaders and drivers' helpers employed by common, contract and private carriers perform duties which affect the safety of operation of motor vehicles and are therefore subject to the Commission's authority to prescribe qualifications and maximum hours of service. This decision merely establishes the classes of employees subject to the Commission's jurisdiction.

A further hearing will be held to determine what regulations, if any, should be prescribed for those employees other than drivers who have been found subject to the Commission's authority.



Accounting Hints *for* MANAGEMENT

(Contributed by HARTFORD CHAPTER N.A.C.A.)

The management of industrial concerns is now facing serious problems in obtaining and maintaining adequate supplies of raw materials. This is true in both industries engaged in production of defense materials as well as in the non-defense industries, although there are but few concerns that fall entirely in the latter classification. The problem is accentuated by the increasing application of priorities and the physical limitations of the production plants.

This situation again emphasizes not only the desirability for adequate control of inventory which can only be accomplished through systematic and organized records for the purpose. This necessity involves the elimination of bottlenecks and the required planning that adequate quantities are available at the proper time so that there may be a smooth flow of production. Planning to this end requires that the

records will so function that minimum quantities of each article may never be reached. To do this purchase orders and commitments must be placed in time, due allowances being made for time involved and delay in obtaining deliveries. While it is a commendable policy to avoid overstocking in normal times the likelihood of any abrupt change in the present pace of industry and production justifies viewing this matter from another angle.

Apart from the present exigencies there are other basic advantages of good inventory records and perpetual controls. The maintenance of such records assures more reliable statements of cost of products and plant operations. They also tend to avoid and to detect waste, spoiled materials, and possibly theft. Finally they expedite the periodical preparation of financial statements.

Although there is progress being

made throughout industry in placing greater reliance on the perpetual records rather than a complete physical inventory at the close of the year, there are still a good number of concerns that hold to the latter basis. The practice is growing where perpetual records are maintained, to take complete physical inventories to substantiate the perpetual records at some convenient date in the last quarter. Apparently this practice is acceptable to the Bureau of Internal Revenue.

★ ★ ★

April Meeting. "Internal Auditing" will be the subject of discussion at the April 15 meeting of Hartford Chapter, N.A.C.A. The speaker will be Mr. Arnold O. Wolf, Auditor, Scovill Manufacturing Company, Waterbury. Internal control of accounting records and functions is a growing necessity throughout industry.

COMBINING PAYROLL FORMS

(Continued from page 4)

with Section 1403, will be "in a form suitable for retention by the employee," notwithstanding the fact that the form occasionally will be surrendered by an employee when claiming benefits under the Connecticut Unemployment Compensation Act.

"Statements furnished in the manner outlined above will meet the requirements of Section 1403 of the Federal Insurance Contributions Act." (See pages OA 440-442 in the section "Federal Old Age Benefits" of the Industrial Law Manual issued by the Manufacturers Association of Connecticut, Inc.)

You will note that the payroll envelope contains the information re-

quired for the Social Security Tax receipt under Section 1403 of the Federal Insurance Contributions Act, i.e., the name of the employer, the name of the employee, the period covered by the statement, the total amount of wages paid during such period, and the amount of the employee's Social Security Tax with respect to such wages.

In the case of employees paid by check, a voucher stub has been utilized both as a Social Security Tax receipt and in lieu of Unemployment Compensation Low Earnings Report.

In the case of salaried employees where there is little or no likelihood that the Low Earnings Report form would have to be filed, the Federal Income Tax information return (Form 1099) has been utilized as a means of supplying the employee with a

Social Security Tax receipt. This latter method becomes all the more important in view of the fact that the Federal Income Tax will now apply to single persons with an income of \$800 or more and to married persons with an income of \$2,000 or more. Information returns will now have to be filed for employees to whom the employer pays \$800 or more. In utilizing Form 1099 for the purpose of the Social Security receipt, care should be taken to state the period covered by the tax receipt if it is not for the calendar year covered by the information return. A statement such as "\$30 S. S. T. withheld" can be placed at most any convenient blank space available on the return form.

The facilities of the Association are at the disposal of members in the solution of any problem in connection with the combining of forms discussed here and related forms.

• HINTS

For EXPORTERS



By W. ADAM JOHNSON

April Meeting of the Foreign Trade Committee of the Manufacturers Association of Connecticut, will be held at 6:30 P. M. on Friday, April 18th in Bridgeport at the University Club to discuss current foreign trade problems. The Committee invites any manufacturer in Connecticut who is interested in foreign trade to attend this meeting and to submit questions on export problems. The University Club is located at 232 Golden Hill, Bridgeport. Dinner will be served at \$1.25.

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Foreign Credit Policies, war problems and what the future holds for U. S. foreign trade were the subjects discussed by Wilbert Ward, Assistant Vice President of the National City Bank of New York when he spoke before a joint meeting of the Foreign Trade Committee of the Manufacturers Association of Connecticut and the Export Managers' Clubs of Hartford and Bridgeport and the Foreign Trade Club of New Haven.

Mr. Ward's talk was followed by a question and answer period.

The subject of Mr. Ward's address was "Foreign Trade in Wartime". He said, in part:

"The problem of dealing with a customer at a distance is not peculiarly a foreign problem. You have the same difficulties when dealing within the borders of the United States. As soon as you get away from over-the-counter transactions you must devise ways of attracting orders by catalogs and correspondence, by advertising and traveling salesmen. You must ascertain the reputation and capacity to pay of your prospective customer, and devise means of getting your goods to him and of getting the proceeds that are paid as agreed, back to you. These problems equally concern domestic and foreign trade.

"That brings us down to what I know is in your minds—the question of who is going to assume the credit risk of foreign sales. At least this is the subject that is most discussed when bankers and export managers get together. I always hasten to assure them that the banks ought to take that risk. If a bank is going to interest itself in international trade the first thing it ought to do is to prepare and equip itself to take foreign credit risks, and if there is an amount of credit to be supplied during the period the merchandise takes to move across into a foreign field and be distributed overseas, then a bank in this country should be equipped to take over that responsibility. What we want to do is get American products in the for-

eign field to compete with products of other countries, and our free and abundant capital should be used to help those merchants who want to sell in the foreign field. In stating that our banks are prepared to assume the credit risk incident to your foreign sales, I am not trying to persuade you to exclude the extension of credit yourselves to foreign merchants. I don't suggest that you abandon your domestic credit practices. I should say that if you are extending credit successfully in the domestic field, there is no occasion to adopt another credit policy in the foreign field, except where there are overruling political and financial risks that may prevent an honest and responsible buyer from remitting for his purchases.

"For proof that these risks are not too formidable I call your attention to the analysis of credit and exchange losses of members of the Foreign Credit Interchange Bureau of the National Association of Credit Men, from 1937 to 1940, as reported by Kenneth H. Campbell in the Weekly Bulletin of January 24, 1941. The figures set forth in the Bulletin fully substantiate his conclusion that both credit and exchange losses, averaged over yearly periods are negligible and inconsequential. We will all agree with his observation that to make such a record in a period of unprecedented world political and economic upheaval has required utmost diligence and careful attention to the information concerning credit and exchange conditions which is being supplied by the banks, the foreign trade organizations, and various government departments. . . .

"However assuming that your policy is to exclude the foreign credit risk, I would suggest that you ask your foreign customer to arrange with his local bank a credit in your favor, established with one of the American banks, which will give you the assurance you want, that once you make

FOR LATEST REGULATIONS UNDER THE U. S. EXPORT CONTROL ACT

write to

THE MANUFACTURERS ASSOCIATION OF CONNECTICUT, INC.

and its

COOPERATIVE OFFICE OF THE BUREAU OF FOREIGN AND DOMESTIC COMMERCE

Information supplied as to what products are under license control.

General license numbers (where granted) supplied for goods being shipped to Canada and the British Empire.

Blank forms furnished for Export license applications.

The Manufacturers Association of Connecticut, Inc.

436 Capitol Avenue
Hartford, Connecticut

the shipment and present your documents, you will get your money.

Of course, there are other ways by which merchants might protect their foreign credit risks. An alternative is to insure them, but I should say that is not a promising alternative, because it costs too much. One is either brave, or a fool, who permits himself to be drawn into a debate with a Connecticut audience about insurance. However, what is the insurance principle? Are all risks insurable? If a company is insuring your life, your instinct of self-preservation will work for them. Fire insurance companies have the risks working on their side because most people regard fire as a calamity. With marine insurance the principle of self-preservation is again at work, because the captain and crew are onboard the ship and they know that if the ship does not arrive at port, they will not. Not so with credit insurance. If you are a good salesman you will want to sell all the goods you can insure. You are working, not for, but against, the company taking the risk. So the credit insurer must set up safeguards, and it costs something to do it.

Another method merchants sometimes employ to protect credit risks, is to ask foreign customers to arrange to have their local banks guarantee the risk; have the local bank write you and say that it guarantees that the order that you place will be paid and that your drafts drawn in connection with that order will be honored. But the principal assets of that bank are overseas, and you may have to go there to assert your rights. . . .

The essential characteristic of a bank credit, whether "Travelers" or "Commercial" is that it should be a written instrument issued by a bank authorizing the beneficiary to draw in accordance with certain terms and stipulating in legal form that bills so drawn will be honored. Unless it measures up to this definition, the instrument is not a bank credit. The first task of the beneficiary, therefore, is to ascertain whether the document in his hands is a bank credit, or simply an authority to purchase an authority to pay, or a so-called revocable credit. If it is not a bank credit that fact may be indicated by its language. It should term itself an advice; state that it conveys no engagement on the part of the advisor, and that it is subject to revocation or modification at any time without notice. However, the lack of such language does not justify the inference that it is a bank

credit. To constitute a bank credit, it must contain an affirmative undertaking on the part of a bank to honor the beneficiary's drafts. This undertaking is expressed by a statement that the bank agrees with the drawers, endorsers and bona fide holders of drafts drawn under and in compliance with the terms of the credit, and that the same shall be duly honored on presentation to the drawee named in the instrument. Such an undertaking conforms to the requirements of the Uniform Negotiable Instruments Act, now enacted in most of our States, which reads:

Section No. 135. *Promise to accept; when equivalent to acceptance.* An unconditional promise in writing to accept a bill before it is drawn is deemed an actual acceptance in favor of every person, who, upon the faith thereof, receives the bill for value.

. . . In most cases where it is intended that a commercial letter of credit should be irrevocable, that fact is stated somewhere in the instrument, usually by designating it as an irrevocable credit. Its character should further be indicated by the engagement that drafts negotiated not later than the date stated in the instrument will meet with due honor, and any such instrument which lacks such an engagement should not be regarded as irrevocable. For practical purposes, any confirmed credit may be regarded as an irrevocable credit—not because the terms are synonymous—but because it is not the custom for one bank to confirm a revocable letter of credit issued by another.

If on the other hand it is intended that the beneficiary should be protected not simply by the engagement of the buyer's bank, but also of its American bank correspondent, the instrument should contain the statement that the American Bank confirms the credit and thereby undertakes that all drafts drawn and presented as provided in the instrument, will be honored by them.

. . . Unless the credit instrument specifically permits the beneficiary to draw "without recourse" he should

weigh the possibility that the usual liability of a drawer attaches, that is, that he admits the existence of the payee and his then capacity to endorse, and engage that on due presentation the instrument will be accepted or paid or both, according to its tenor, and that if it be dishonored and the necessary proceedings of dishonor be duly taken, he will pay the amount thereof to the holder, or to any subsequent endorser who may be compelled to pay it. Unless this liability is negated by the express stipulation that the draft is drawn without recourse, it exists. However, its existence is in most cases of no importance.

. . . Recourse against the beneficiary as drawer only becomes of importance when the instrument is not a bank credit. If it is nothing more than an authority to purchase, or some like instrument which contains no engagement by the advising bank that the drafts will be honored, then recourse may be of importance. Even then it is not necessarily important. If the draft is to be drawn as sight on the advising bank, payment of the draft by the bank extinguishes the instrument and thus discharges the drawer's liability.

By a process of elimination we have now arrived at the only case in which recourse is of importance. Recourse is important only when the instrument lacks any bank undertaking that the draft will be honored, and it is drawn on someone other than the bank. In such a case the draft will continue in force after payment. A beneficiary not wishing to assume that liability should draw without recourse, and if the bank does not permit such drawing, decline the credit.

. . . How has an American exporter done business since November 4, 1939? First he takes a red pencil and blocks out the combat area as a region into which he cannot send his salesmen, nor use our merchant marine. Then he takes, appropriately, a blue pencil and marks out the belligerent ports in the danger zone to which he may not send his goods without transferring title before shipment. So far as neutrals are concerned, there is no restriction of credit. He may extend credit to belligerents, unless he is selling munitions, or his purchaser is buying on behalf of a foreign government. The State Department has not, to date, indicated how one is to determine what constitutes a belligerent government interest in a transaction, but it is hoped

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that our merchants may continue the normal extension of credit to belligerent nationals in current commercial transactions.

"To sum up, so far as our foreign trade is concerned, the net effect of the Neutrality Act on our exporters is that, provided no element of extension of credit to a belligerent or any person acting for or on its behalf, or in connection with the sale of arms, ammunition or implements of war is involved, they can deal as formerly, except that where transfer of title is necessary, the bills of lading will not control the merchandise and must be offered to their bankers as in effect clean bills without collateral value. So far as the bankers are concerned, we are similarly affected, in that we must now consider as clean, our customers' foreign bills that we formerly bought with the assurance that they were secured by merchandise.

"The invasion of April 8, 1940 of Norway and Denmark opened a new act in our war drama. The President of the United States moved promptly, by Executive Order of April 10th, to prohibit dealings involving property situated in the United States in which Norway or Denmark or a national thereof had any interest, except as specifically authorized in regulations or licenses to be issued by the Secretary of the Treasury. As the invading armies moved forward these powers were expanded to include property of the Netherlands, Belgium and Luxembourg as of May 10th; France as of June 17th; Latvia, Lithuania, Estonia as of July 10th, and Rumania as of October 9th. The statutory authority for these Executive Orders is the "Trading with the Enemy Act of 1917" which provides that during times of war, or any other period of national emergency declared by the President, he may investigate, regulate or prohibit any transactions in foreign exchange, transfers of credit, export, hoarding, melting or earmarking of gold or silver coin or bullion or currency, or any transfer, withdrawal or exportation of, or dealing in any evidences of indebtedness or evidences of ownership of property in which any foreign state or a national or political subdivision thereof as defined by the President, has any interest, by any person within the United States or in any places subject to the jurisdiction thereof. It has been stated by the Secretary of the Treasury that the scrutiny which the Treasury Department is giving to applications for

licenses to deal in property affected by Executive Orders is for the purpose of being absolutely satisfied that in each case the funds are going to the rightful owners and that no transactions are made under duress.

"Adherence to this policy should allay the apprehensions which have been expressed by foreign holders of deposits or securities in this country with regard to the purpose of the Administration. It should be emphasized that the authority conferred by Congress on the Executive is limited to the right, during periods of national emergency, to investigate, regulate or prohibit transactions, and affords no basis for the taking of private property of foreign nationals in payment of public debts of their respective governments.

"And now, finally, what is ahead of us in foreign trade?

". . . Are there any guideposts? The two outstanding influences on world trade since the last war have been the decline in the price of primary products relative to manufactured goods, and the growing tendency to national self-sufficiency.

". . . Let us consider the second (and for the last decade, the dominating) influence in the course of world trade,—the growth of self-sufficiency as a national policy by some of our erstwhile customers. The policy is not at base an economic one. It is primarily political and strategic, and expresses itself most strongly in those nations which have adopted the conception of a totalitarian state. It is precisely at this point that my topic reaches the apex of its difficulty, because it here enmeshes itself in the outcome of the worldwide struggle between democratic and the totalitarian concept of government. There is no question but that the present war is forcing Great Britain to follow the steps of Spain, Italy, Japan and Germany, by limiting importations to those things which they must have and cannot possibly produce themselves, and, correspondingly, to subsidize exports which will augment their supply of foreign exchange, by selling abroad goods which can be spared, with little regard to profit. If we make the assumption—which is by no means made clear by the course of the war to date—that its end will find the possibility of functioning in a free economy still latent in those countries in which it now exists, I will venture the prediction that whenever and

wherever the war psychology subsides, the concept of the self-sufficient state will subside with it. Of that, there is already some small proof. A year ago the official Falangist paper "Arriba" indicated that the Spanish government had found the plan of a closed-economy insupportable, and was ready to abandon the more extreme features of its national self-sufficiency. This inference was drawn from a speech of Señor Ventosa before the Institute of Political Studies, in the course of which he suggested that anyone who thought a nation would remain aloof, should consider that in the strange war now being waged, more faith was placed in the blockade than in the strength of arms, to bring about the defeat of an adversary!

"Assuming then that the world emerges from the war with the seed of free enterprise intact, how can we help it germinate in an atmosphere of bankrupt governments, with impoverished cupboards, with the machinery of production distorted to war purposes, and their men home from the wars with small prospect of employment? Certainly the problems of our pre-war foreign trade merge into this greater one, and if we can come to some idea of how we are to approach this problem, we shall be as near as we can to guessing what is ahead of us creditwise.

"The inescapable conclusion is that we, too, shall have to regard our foreign trade as a weapon of national economic policy. While we do not need to despair that our foreign trade will continue to call for that display of private initiative and planning which tonight's proceedings so splendidly exemplify, we may as well reconcile ourselves to continuing to deal within the framework of controls, quotas, and bilateral agreements.

". . . By and large, I do not believe that I oversimplify the answer to the question of what is ahead in foreign credits, by saying that it depends on what is ahead in domestic income. If we can produce more domestic goods; put more men back to work; increase our national income; decrease our government debts and increase the proportion of that income which may remain in the hands of the man who earns it, so that he can again think in terms of foreign goods, and foreign travel, we shall have made the greatest possible progress toward the retention and development of our export trade."

BUSINESS PATTERN

With the defense program continuing to stimulate expansion, the index of general business conditions in Connecticut rose an additional 5 points during February to stand at 46% above normal.

The volume of industrial activity in the United States likewise increased, the index rising 2 points to 20% above normal.

Preliminary reports for March indicate no immediate let-up in the volume of production.

The volume of manufacturing activity in Connecticut increased in February as orders for a wide variety of

port, Hartford, New Haven and Waterbury, many of which have been forced to work three eight-hour shifts and a six or seven day week.

Freight carloadings in 14 Connecticut cities during February advanced contrary to the usual seasonal trend to a new high level, 32% above normal, exceeding for the third consecutive month the previous high reached in March 1917. Metal tonnage carried by the New Haven Road likewise continued well above the estimated normal.

The continued expansion of manufacturing plant facilities, and the short-

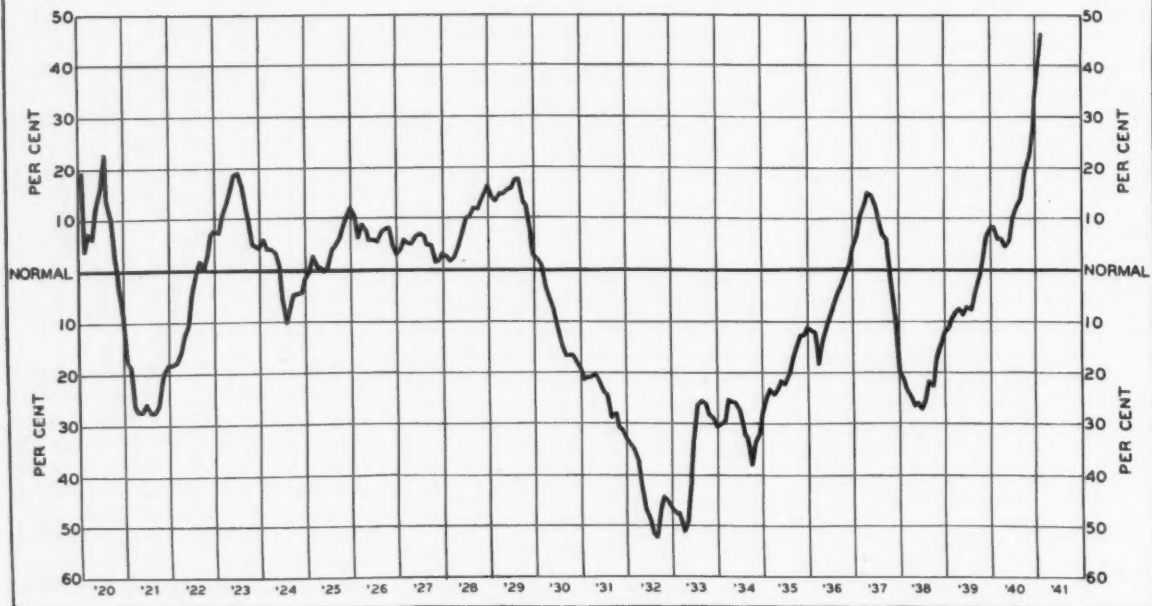
plant in Orange.

Automobile production in the United States during February exceeded half a million units, and for the week of March 16th totaled more than 131,000. With the exception of a six weeks' period during the spring of 1937, this was the greatest volume of production since 1929.

Steel ingot production in the United States continued at close to capacity levels, steel plants in general operating on a 24-hour basis, 7 days a week.

The retail cost of food in Bridgeport and New Haven in February as reported by the United States Depart-

GENERAL BUSINESS IN CONNECTICUT COMPARED WITH NORMAL



defense materials continued to be awarded by government agencies to concerns within the State. The index of man-hours worked in Connecticut factories advanced approximately 8 points over the record high of January to a level 64% above the estimated normal. The number of man-hours worked in Hartford and New Britain increased more than 6% over January while gains of 3% to 5% were made by representative concerns in Bristol and Stamford. Factory employment in the State likewise showed continued improvement. Heavy backlogs totaling many millions of dollars are reported by concerns in Bridge-

port, Hartford, New Haven and Waterbury, many of which have been forced to work three eight-hour shifts and a six or seven day week. Freight carloadings in 14 Connecticut cities during February advanced contrary to the usual seasonal trend to a new high level, 32% above normal, exceeding for the third consecutive month the previous high reached in March 1917. Metal tonnage carried by the New Haven Road likewise continued well above the estimated normal. The continued expansion of manufacturing plant facilities, and the short-

age of homes in various localities was again responsible for an advance in the index of construction work in progress in Connecticut during February. The Pratt and Whitney Division of United Aircraft Corporation awarded the general contracts for the construction at East Hartford of an engineering building addition to cost \$275,000 and production tests houses to cost \$200,000. The general contract to erect a \$250,000 office building at Hartford was awarded by the Colt's Patent Fire Arms Company; and the Wilson H. Lee Company has contracted for a \$100,000 storage building to be erected adjoining their

ment of Labor showed only minor changes over January. The cost of all foods in Bridgeport was 0.1% lower, the major decline being a 7.2% drop in the cost of eggs, partially offset by increases in the costs of fruits, vegetables and sugar. The cost of all foods in New Haven was 0.4% higher than in January, due principally to the higher costs of meats, fruits and vegetables, partially offset by lower egg prices.

Department store sales in the United States for the third consecutive month exceeded the 100 level, rising in February to 102, one point above the preceding month.

BAD TIMES . . .

(Continued from page 3)

possession of a radio set is doubtful proof that the consumer has the financial means to buy the things she may see or hear advertised through these well known advertising media. The consumer going into a retail store is there for a definite purpose, namely to buy products that will satisfy her needs and those of her family. And having money to spend, and being in a buying mood, she is much more susceptible to sound selling and advertising messages, and ready to take immediate action thereon, than when she is comfortably seated in her home.

4. **RESPONSIVENESS:** an advertisement in a publication may reasonably bring a consumer to the point of determining to buy a product when next she visits a retail store, but at best it involves a **deferred action**. Once the package in the retail store brings the consumer to the buying point she may satisfy that urge by an **immediate action**. Can there be any comparison between the certainty of being able to buy immediately the urge is uppermost in the consumer's mind and the uncertainties of an intention to buy at some time in the future?

So important has packaging become, as a dominant factor in the merchandising of products, that in addition to the several publications devoted exclusively to the subject, there is hardly a trade paper or trade convention in the country that does not devote considerable time and study to helping the members of the industry, which constitute its audience, to a better understanding and use of sound packaging.

In a most stimulating book, published in 1939, the editor of a well-known trade publication revealed his detailed findings on a large number of packages that had progressed beyond the stage of mere product protection or identification, and had been redesigned to act as effective salesmen for the products they held. And the proof of their effectiveness can best be shown by the figures cited on sales

of these products before and after making the package changes. To cite but a few: 50% sales increase for a tooth paste; 75% increase for a paint; 145% for a hardware item (auger bits); 160% for a shoe polish; 225% for furniture casters; 230% for a tooth brush; 250% each for a men's hair dressing and a fountain pen ink; 275% for a tea; 600% for a meat specialty; and 800% for a carbonated beverage.

While such figures reveal the potentialities available to the alert manufacturer through improved packaging, it must be understood that such successes don't "just happen" without the display of courage, hard work, intensive study, a willingness to discard old ideas for new and better ones, and finally a willingness to spend money in order to win increased sales. Such potent sales tools are not to be used by manufacturers hide-bound by tradition, wedded to one design, color scheme or package, developed at the inception of a business, and other "stand-patters" who fail to realize that "the price of progress is the risk of change".

But to those courageous manufacturers who realize that we're living in a changed world, who know it pays to please the consumer, and who are determined to present their products in a manner that will activate the largest possible number of consumers to buy, then the good package even though introduced in bad times will quickly and surely prove its value as a sales and advertising medium well worthy of adoption and use.

LEGISCOPE

(Continued from page 19)

fiscal year 1940, 4 billion 700 million dollars constituted local tax collection, 4 billion state tax collections, and 5 billion 500 million Federal tax collections. Of the Federal tax collections, only 2 billion came from income taxes. The complexities of foreign exchange coupled with variations in the standard of living make it difficult to compare total taxes on the basis of

dollars or pounds sterling. Public finance experts have long contended that total taxes in the United States were just as heavy if not heavier than in Great Britain. The accompanying chart based on information in the *New York Times* of March 15, 1941 bases the comparison on the ratio of tax burden to national income. According to the *New York Times* the ratio of taxation to national income in both the United States and Great Britain before the war was running slightly over 20%, but under the impact of war spending, the British national income has risen sufficiently to cause the resulting ratio of taxes to national income for the fiscal year 1940 in the United States as 20%, and the British ratio as 19%.

SALESMEN ARE "EMPLOYEES" within the meaning of the Connecticut Unemployment Compensation Act when employed by brokerage houses on a commission basis. This is the result of a recent decision by the Connecticut Supreme Court of Errors in the case of *R. C. Buell & Company v. Danaber et al.* The Hartford brokerage house contended that the salesmen were independent contractors. The court held that the general control exercised by the company over the salesmen was of such a character that in large part it amounted to control over detail as to *how* the work was done by the salesmen. The decision is significant in that it narrows the class of salesmen and agents whose commissions are not to be included in the total payroll used by employers for computing the Unemployment Compensation Tax. Previously, in the case of *Northwestern Mutual Life Insurance Company v. Tone*, the Connecticut Supreme Court ruled that general agents of life insurance companies were not "employees" of the insurance company for the purposes of the Connecticut Unemployment Compensation Act.

A 5% PAYROLL TAX to provide "dismissal wage payments" for workers who lose jobs when the National Defense Program ends was recently proposed to Congress by Isador Lubin, United States Commissioner of Labor Statistics. Lubin is generally regarded as a key New Dealer, and it is not surprising that the proposal he has made is reported to be winning increasing support in Washington New Deal quarters.



Ed. NOTE. This department, giving a partial list of products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

Accounting Forms		Bathroom Accessories		Brass Goods	
The Baker Goodyear Co	New Haven	The Charles Parker Co	Meriden	Sargent and Company	New Haven
Accounting Machines		Bearings		Scovill Manufacturing Co (To Order)	
Underwood Elliott Fisher Co	Hartford	New Departure Div of General Motors (ball)		Brass Mill Products	
Acetylene		The Fafnir Bearing Co (ball)		Bridgeport Brass Co	Bridgeport
Connecticut Gas Products Co Inc	Meriden	Norma-Hoffmann Bearings Corp (ball and roller)		Scovill Manufacturing Co	Waterbury
Adding Machines		Bells		Brass Stencils—Interchangeable	
Underwood Elliott Fisher Co	Hartford	Bevin Brothers Mfg Co		The Fletcher Terry Co	Box 415, Forestville
Advertising Printing		The Gong Bell Mfg Co		Brick—Building	
The Case Lockwood & Brainard Co	Hartford	Sargent and Co		The Donnelly Brick Co	New Britain
Advertising Specialties		The N N Hill Brass Co		Bricks—Fire	
The H C Cook Co 32 Beaver St	Ansonia	Belting		Howard Company	New Haven
Scovill Manufacturing Co (Made to Order)	Waterbury	Hartford Belting Co		Broaching	
The Waterbury Button Co	Waterbury	The Russell Mfg Co		The Hartford Special Machinery Co	Hartford
Aero Webbing Products		The Thames Belting Co		Brooms—Brushes	
Russell Mfg Co	Middletown	Benches		The Fuller Brush Co	Hartford
Air Compressors		The Charles Parker Co (piano)		Buckles	
The Spencer Turbine Co	Hartford	Bicycle Coaster Brakes		The Hatheway Mfg Co (Dee Rings)	Bridgeport
Aircraft—Repair & Overhaul		New Departure Div General Motors Corp		The Hawie Mfg Co	Bridgeport
United Airports Div United Aircraft Corp	Hartford	Bicycle Sundries		The G E Prentice Mfg Co	New Britain
Airplanes		New Departure Div General Motors Corp		John M Russell Mfg Co Inc	Naugatuck
Vought-Sikorsky Aircraft, Div United Aircraft Corp	Hartford	Binders Board		B Schwanda & Sons	Staffordville
Aluminum Castings		Colonial Board Company		The Patent Button Co	Waterbury
Newton-New Haven Co 688 Third Avenue	West Haven	Biological Products		The Waterbury Button Co	Waterbury
Aluminum Forgings		Ernst Bischoff Company Inc		Buffing & Polishing Compositions	
Aluminum Goods		Blocks		Apothecaries Hall Co	Waterbury
Scovill Manufacturing Co (small)	Waterbury	Howard Company (cupola fire clay)		Lea Mfg Co	Waterbury
Aluminum Sheets & Coils		Blower Fans		Buffing Wheels	
The Waterbury Button Co	Waterbury	The Spencer Turbine Co		The Williamsville Buff Mfg Co	Danielson
Aluminum—Sheets & Coils		Colonial Blower Company		Buttons	
United Smelting & Aluminum Co Inc	New Haven	Blower Systems		B Schwanda & Sons	Staffordville
Ammunition		Boilers		The Patent Button Co	Waterbury
Remington Arms Co Inc	Bridgeport	The Bigelow Co		Colt's Patent Fire Arms Mfg Co	Hartford
Artificial Leather		Petroleum Heat & Power Co (domestic only)		Scovill Manufacturing Co (uniform and tack fastened)	Waterbury
Zapon Div, Atlas Powder Co	Stamford	Bolts and Nuts		The Waterbury Button Co	Waterbury
Asbestos		Clark Brothers Bolt Co		Cabinets	
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven	The O K Tool Co Inc (T-Slot)		The Charles Parker Co (medicine)	Meriden
Asbestos		The Blake & Johnson Co (nuts, machine screw-bolts, stove)		Cams	
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)	Bridgeport	Bottle Bobbins		The Hartford Special Machinery Co	Hartford
Assemblies, Small		Sonoco Products Co (Climax-Lowell Div)		Carpets and Rugs	
The Wallace Barnes Co Div, Associated Spring Corp	Bristol	Box Board		Bigelow-Sanford Carpet Co	Thompsonville
Automobile Accessories		The Lydall & Foulds Paper Co		Carpet Lining	
The Rostand Mfg Co (windshields, seats, and body hardware)	Milford	National Folding Box Co		Palmer Brothers Co	New London
Automotive Friction Fabrics		New Haven Pulp & Board Co		Castings	
The Russell Mfg Co	Middletown	Robertson Paper Box Co		The Charles Parker Co (gray iron)	Meriden
Automotive & Service Station Equipment		Boxes—Paper—Folding		The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum)	Meriden
Scovill Manufacturing Co (Canned Oil Dispensers)	Waterbury	Atlantic Carton Corp		The Gillette-Vibber Co (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London
Bakelite Moldings		S Curtis & Son Inc		The Sessions Foundry Co (gray iron)	Bristol
The Waterbury Button Co	Waterbury	M S Dowd Carton Co		John M Russell Mfg Co Inc (brass, bronze and aluminum)	Naugatuck
Balls		National Folding Box Co (paper folding)		Malleable Iron Fittings Co (malleable iron and steel)	Branford
The Abbott Ball Co (steel bearing and burnishing)	Hartford	The New Haven Pulp & Board Co		McLagon Foundry Co (gray iron)	New Haven
Barrels		Robertson Paper Box Co		Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)	Hartford	Brake Lining		Philbrick-Booth & Spencer Inc (Grey Iron)	Hartford
Barrels		Colt's Patent Fire Arms Mfg Co		The Greist Mfg Co (white metal, slush, permanent moulds)	503 Blake St New Haven
The Abbott Ball Co (burnishing and tumbling)	Hartford	The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)		Scovill Manufacturing Co (brass and bronze)	Waterbury
Barrels		Brass and Bronze		Centrifugal Blower Wheels	
The Hartford Steel Ball Co (tumbling)	Hartford	The American Brass Co (sheet, wire rods, tubes)		The Torrington Manufacturing Co	Torrington
Barrels		The Bridgeport Rolling Mills Co		Chains	
Barrels		The Bristol Brass Corp (sheet, wire, rods)		John M Russell Mfg Co Inc	Naugatuck
Barrels		The Miller Co (Phosphor bronze in sheets, strips and rolls)		Chains—Bead	
Barrels		The Thinsheet Metals Co (sheets and rolls)		The Bead Chain Mfg. Co.	Bridgeport

IT'S MADE IN CONNECTICUT

—CONTINUED—

Chemicals		
Apothecaries Hall Co	Waterbury	
MacDermid Incorporated	Waterbury	
American Cyanamid & Chemical Corp	Waterbury	
Chromium Plating		
Chromium Corp of America	Waterbury	
Chucks & Face Plate Jaws		
Union Mfg Co	New Britain	
Clamps—Wood Workers		
Sargent and Company	New Haven	
Clay		
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	
Cleansing Compounds		
MacDermid Incorporated	Waterbury	
Clutch—Friction		
The Carlyle Johnson Mach Co (Johnson Expanding Ring; Multiple Disc Maxitorq)	Manchester	
The Raybestos Div of Raybestos-Manhattan Inc (clutch facings—molded, woven, fabric, metallic)	Bridgeport	
Comfortables		
Palmer Brothers Co	New London	
Cones		
Sonoco Products Co (Climax-Lowell Div) (Paper)	Mystic	
Consulting Engineers		
The Stanley P Rockwell Co Inc (Consulting)	Hartford	
Contract Manufacturers		
The Greist Mfg Co (metal parts and assemblies)	New Haven	
Copper		
The American Brass Co (sheet, wire, rods, tubes)	Waterbury	
The Bristol Brass Corp (sheet)	Bristol	
Scovill Manufacturing Co (pipe and service tubing)	Waterbury	
The Thinsheet Metals Co (sheets and rolls)	Waterbury	
Copper Sheets		
The New Haven Copper Co	Seymour	
Copper Shingles		
The New Haven Copper Co	Seymour	
Copper Water Tube		
Bridgeport Brass Co	Bridgeport	
Cork Cots		
Sonoco Products Co (Climax-Lowell Div)	Mystic	
Corrugated Box Manufacturers		
The Danbury Square Box Co	Danbury	
Corrugated Shipping Cases		
D L & D Container Corp	87 Shelton Ave	
Gair Thames Containers Div of the Robert Gair Co Inc	New Haven	
Cosmetics		
The J B Williams Co	Glastonbury	
Cotton Batting & Jute Batting		
Palmer Brothers	New London	
Cotton and Jute Batting		
The Gilman Brothers Company	Gilman	
Cotton Yarn		
The Floyd Cranska Co	Moosup	
Counting Devices		
Veeder-Root Inc	Hartford	
Cutlery		
Remington Arms Co Inc	Bridgeport	
Cut Stone		
The Dextone Co	New Haven	
Cutters		
The Standard Machinery Co (rotary board, single and duplex)	Mystic	
The O K Tool Co Inc (inserted tooth milling)	33 Hull St	
Dictating Machines		
Dictaphone Corporation	Bridgeport	
Die Castings		
Newton-New Haven Co Inc	688 Third Ave	
Dies		
The Hoggson & Pettis Mfg Co	141 Brewery St	
Die-Heads—Self-Opening		
The Eastern Machine Screw Corp	Truman & Barclay Sts	
The Geometric Tool Co	New Haven	
Dish Washing Machines		
Colt's Patent Fire Arms Mfg Co	Hartford	
Draperies		
Palmer Brothers Co	New London	
Drop Forgings		
Wilcox Crittenden & Co Inc	Middletown	
The Blakeslee Forging Co	Plantville	
Atwater Mfg Co	Plantville	
Edged Tools		
The Collins Co (axes and other edged tools)	Collinsville	
Elastic Webbing		
The Russell Mfg Co	Middletown	
Electric Appliances		
The Silcox Co	80 Pliny St	
Electric Cables		
Rockbestos Products Corp (asbestos insulated)	New Haven	
Electrical Conduit Fittings & Grounding Specialties		
The Gillette-Vibber Company	New London	
Electric Cords		
Rockbestos Products Corp (asbestos insulated)	New Haven	
Electric Eye Control		
United Cinephone Corporation	Torrington	
Electric—Commutators & Segments		
The Cameron Elec Mfg Co (rewinding motors)	Ansonia	
Electric Fixture Wire		
Rockbestos Products Corp (asbestos insulated)	New Haven	
Electric Heating Element & Units		
Rockbestos Products Corp (asbestos insulated)	New Haven	
Electrical Instruments		
The Bristol Co	Waterbury	
Electric Panel Boards		
The Plainville Electrical Products Co	Plainville	
Electric Wire		
Rockbestos Products Corp (asbestos insulated)	New Haven	
The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)	Hamden	
Electrical Control Apparatus		
The Trumbull Electric Mfg Co	Plainville	
Electrical Control Equipment		
Colt's Patent Fire Arms Mfg Co	Hartford	
Electrical Goods		
A C Gilbert Co	New Haven	
Colt's Patent Fire Arms Mfg Co	Hartford	
Electrical Switches		
Colt's Patent Fire Arms Mfg Co	Hartford	
Electrotypes		
W T Barnum & Co Inc (all classes)	New Haven	
Elevators		
The Eastern Machinery Co (passenger and freight)	New Haven	
Embalming Chemicals		
The Embalmers' Supply Co	Westport	
Engines		
Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport	
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford	
Envelopes		
Curtis 1000 Inc	Hartford	
Extractors—Tap		
The Walton Co	94 Allyn St	
Eyelets		
The Platt Bros & Co P O Box 1030	Waterbury	
Scovill Manufacturing Co	Waterbury	
The Waterbury Button Co	Waterbury	
Fasteners—Slide & Snap		
The G E Prentice Mfg Co	New Britain	
Sargent and Co	New Haven	
The Patent Button Co	Waterbury	
Scovill Manufacturing Co (snap)	Waterbury	
Felt		
American Felt Co	Glenville	
Ferrules		
The Waterbury Button Co	Waterbury	
Fibre Board		
The C H Norton Co	North Westchester	
The Wm Foulds & Company	Manchester	
Finger Nail Clippers		
The H C Cook Co	32 Beaver St	
Firearms		
Colt's Patent Fire Arms Mfg Co	Hartford	
Remington Arms Co Inc	Bridgeport	
Fire Hose		
Fabrics Fire Hose Co (municipal and industrial)	Sandy Hook	
Fireplace Goods		
The John P Smith Co (screens)	423-33 Chapel St	
The Rostand Mfg Co	New Haven	
Fireproof Floor Joists		
The Dextone Co	New Haven	
Fishing Equipment		
The Horton Mfg Co (reels, rods, lines)	Bristol	
Fishing Lines		
The Bevin-Wilcox Line Co	East Hampton	
Fishing Tackle		
The H C Cook Co	32 Beaver St	
Flashlight Cases		
Scovill Manufacturing Co (metal)	Waterbury	
Flow Meters		
The Bristol Co	Waterbury	
Forgings		
Clark Brothers Bolt Co	Milldale	
Heppenstall Co (all kinds and shapes)	Bridgeport	
Foundries		
Union Mfg Co (gray iron)	New Britain	
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	Middletown	
The Sessions Foundry Co (iron)	Bristol	
Foundry Riddles		
The John P Smith Co	423-33 Chapel St	
Furniture—Anodic Aluminum		
Rolock Inc (brass, galvanized, steel)	Southport	
Furniture Pads		
Warren McArthur Corporation	Bantam	
Fuses		
The Gilman Brothers Company	Gilman	
Galvanizing & Electric Plating		
Colt's Patent Fire Arms Mfg Co	Hartford	
The Gillette-Vibber Co	New London	
Galvanizing		
Malleable Iron Fittings Co	Branford	
Wilcox Crittenden & Co Inc	Middletown	
Gaskets		
The Raybestos Div of Raybestos-Manhattan Inc	Bridgeport	
Gauges		
The Bristol Co (pressure, vacuum, indicating, recording and controlling)	Waterbury	
Gears—Reverse & Reduction for Motor Boats		
The Snow and Petrelli Mfg Co	New Haven	
Gears and Gear Cutting		
The Hartford Special Machinery Co	Hartford	
Glass Coffee Makers		
The Silcox Co	80 Pliny St	
Glass Cutters		
The Fletcher Terry Co	Box 415, Forestville	
Golf Equipment		
The Horton Mfg Co (clubs, shafts, balls, bags)	Bristol	
Graphite Crucibles & Products		
American Crucible Co	Shelton	
Greeting Cards		
A D Steinbach & Sons Inc	New Haven	
Grinding		
The Hartford Special Machinery Co (gears, threads, cams and splines)	Hartford	
Hardware		
Sargent and Co	New Haven	
Wilcox Crittenden & Co Inc (marine heavy and industrial)	Middletown	
Hardware—Trailer Cabinet		
The Excelsior Hardware Co	Stamford	
Hardware, Trunk & Luggage		
J H Sessions & Son	Bristol	
Hat Machinery		
Doran Brothers Inc	Danbury	
Headers		
The E J Manville Machine Co	Waterbury	
Heat Treating		
The A F Holden Co	200 Winchester St	
The Bennett Metal Treating Co	1045 New Britain Ave	
The Stanley P Rockwell Co Inc	296 Homestead Ave	
Heat-Treating Equipment		
The A F Holden Co	200 Winchester St	
The Stanley P Rockwell Co Inc (commercial)	296 Homestead Ave	
The Wallace Barnes Co Div Associated Spring Corp	Bristol	
Heating Apparatus		
Crane Company	Bridgeport	
Highway Guard Rail Hardware		
Malleable Iron Fittings Co	Branford	
Hinges		
Sargent and Company	New Haven	
Homer D Bronson Company	Beacon Falls	
Holsts and Trolleys		
Union Mfg Company	New Britain	
Hose Supporter Trimmings		
The Hawie Mfg Co (So-Lo Grip Tabs)	Bridgeport	
Hot Water Heaters		
Petroleum Heat & Power Co (Instantaneous domestic oil burner)	Stamford	
Industrial Finishes		
Zapon Div Atlas Powder Co	Stamford	
Insecticides		
American Cyanamid & Chemical Corp	Waterbury	
Insulated Wire Cords & Cable		
The Kerite Insulated Wire & Cable Co Inc	Seymour	
The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)	Hamden	
Japanning		
J H Sessions & Son	Bristol	
Joining		
The Raybestos Div of Raybestos-Manhattan Inc (compressed sheet)	Bridgeport	
	(Advt.)	

IT'S MADE IN CONNECTICUT

—CONTINUED—

Key Blanks		Milk Bottle Carriers		Punches	
Sargent and Company	New Haven	The John P Smith Co 323-33 Chapel St	New Haven	The Hoggson & Pettis Mfg Co (ticket & cloth)	New Haven
The Graham Mfg Co	Derby			141 Brewery St	New Haven
Knit Goods		Millboard		Putty Softeners—Electrical	
American Hosiery Company	New Britain	The Raybestos Div of Raybestos-Manhattan	Bridgeport	The Fletcher Terry Co	Box 415 Forestville
Labels		Wilcox Crittenden & Co Inc		Pyrometers	
J & J Cash Inc (Woven)	South Norwalk		Middletown	The Bristol Co (recording and controlling)	Waterbury
Lacquers & Synthetic Enamels		Moulded Plastic Products		Radiation-Finned Copper	
Zapon Div Atlas Powder Co	Stamford	Colt's Patent Fire Arms Mfg Co	Hartford	The G & O Manufacturing Company	New Haven
Ladders		The Watertown Mfg Co 117 Echo	Lake Road Watertown		
A W Flint Co	186 Chapel St New Haven	Moulds		Railroad Equipment	
Lamps		The Hoggson & Pettis Mfg Co (steel)	141 New Haven	The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	Milford
The Rostand Mfg Company (brass, colonial style & brass candlesticks)	Milford	Nickel Anodes		Rayon Yarns	
The Greist Mfg Co (portable, office, floor, table and novelty)	503 Blake St New Haven	The Sessions Foundry Co. (heat resisting for non ferrous metals)	Bristol	The Hartford Rayon Corp	Rocky Hill
Leather		Nickel Silver		Razors	
Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury	The Seymour Mfg Co	Seymour	Schick Dry Shaver Inc (electric)	Stamford
Leather Goods Trimmings		Nuts Bolts and Washers		Reamers	
The G E Prentice Mfg Co	New Britain	Clark Brothers Bolt Co	Milldale	The O K Tool Co Inc (inserted tooth)	Shelton
Letterheads		Office Equipment		Recorders and Controllers	
Lehman Brothers Inc (designers, engravers, lithographers)	New Haven	Underwood Elliott Fisher Co	Hartford	The Bristol Co (humidity, motion and operation)	Waterbury
Lighting Equipment		Oil Burners		Refractories	
The Miller Co (Miller, Duplexalite, Ivanhoe)	Meriden	Malleable Iron Fittings Co	Branford	Howard Company	New Haven
The Waterbury Button Co	Waterbury	The Silent Glow Oil Burner Corp	Hartford	Resistance Wire	
Locks		1477 Park St	Stamford	The C O Jelliff Mfg Co (Nickel chromium, kanthal)	Southport
Sargent and Company	New Haven	Oil Burner Wick		Retainers	
Locks—Cabinet		The Raybestos Div of Raybestos-Manhattan	Bridgeport	The Hartford Steel Ball Co (bicycle & automotive)	Hartford
The Excelsior Hardware Co	Stamford	Oxygen		Reverse Gear—Marine	
Locks—Suit-case and Trimmings		Connecticut Gas Products Co Inc	Meriden	The Carlyle Johnson Mach Co	Manchester
The Excelsior Hardware Co	Stamford	Packing		Riveting Machines	
Locks—Trunk		The Raybestos Div of Raybestos-Manhattan	Bridgeport	The Grant Mfg & Machine Co	Bridgeport
The Excelsior Hardware Co	Stamford	Paints and Enamels		The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	Bridgeport
Locks—Zipper		The Tredennick Paint Mfg Co	Meriden	Rivets	
The Hartford Special Machinery Co (contract work only)	Hartford	Paperboard		Clark Brothers Bolt Co	Milldale
Machine Work		Gair Thames Containers Div of the Robert Gair Co Inc	Portland	The Blake & Johnson Co (brass, copper and non-ferrous)	Waterville
The Torrington Manufacturing Co (special rolling mill machinery)	Torrington	Paper Boxes		J H Sessions & Son	Bristol
Machinery		National Folding Box Co (folding)	New Haven	The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)	Bridgeport
The Hallden Machine Company (mill)	Thomaston	The New Haven Pulp & Board Co	New Haven	The Raybestos Div of Raybestos-Manhattan Inc (iron)	Bridgeport
Machines		Robertson Paper Box Co (folding)	Montville	Rods	
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport	Paper Clips		The Bristol Brass Corp (brass and bronze)	Bristol
The Patent Button Company	Waterbury	Paper Tubes and Cores		Roof Coatings & Cements	
Machines—Automatic		Sonoco Products Co (Climax-Lowell Div)	Mystic	Tilo Roofing Co Inc	Stratford
The A H Nilson Mach Co (Special)	Bridgeport	Parallel Tubes		Roofing—Built Up	
Machines—Forming		Sonoco Products Co (Climax-Lowell Div)	Mystic	Tilo Roofing Co Inc	Stratford
The A H Nilson Mach Co (four-slide wire and ribbon stock)	Bridgeport	Pharmaceutical Specialties		Rubber Chemicals	
Malleable Iron Castings		Ernst Bischoff Company Inc	Ivoryton	The Stamford Rubber Supply Co ("Factice" Vulcanized Vegetable Oils)	Stamford
Malleable Iron Fittings Co	Branford	Phosphor Bronze		Rubberized Fabrics	
Marine Equipment		The Seymour Mfg Co	Seymour	The Duro-Gloss Rubber Co	New Haven
The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware)	Milford	Pipe		Rubber Footwear	
Wilcox Crittenden & Co Inc	Middletown	The American Brass Co (brass and copper)	Waterbury	The Goodyear Rubber Co	Middletown
Marking Devices		Howard Co (cement well and chimney)	New Haven	United States Rubber Prod Inc (Keds, Kedettes, Gaytees, U S Royal Footwear)	Naugatuck
The Hoggson & Pettis Mfg Co	New Haven	Crane Company (fabricated)		Rubbish Burners	
Matrices		Bridgeport Brass Co (brass & copper)	Bridgeport	The John P Smith Co 423-33 Chapel St	New Haven
W T Barnum & Co Inc	New Haven	Scovill Manufacturing Co (copper, red brass and yellow brass)	Waterbury	Safety Fuses	
Mattresses		Pipe Fittings		The Ensign-Bickford Co (mining & detonating)	Simsbury
Palmer Brothers Co	New London	Malleable Iron Fittings Co	Branford	Scales—Industrial Dial	
Measuring Instruments		Platers		The Kron Company	Bridgeport
The Bristol Co (long distance)	Waterbury	The Patent Button Co	Waterbury	Scissors	
Metal Cleaners		The Plainville Electro Plating Co	Plainville	The Acme Shear Company	Bridgeport
Apothecaries Hall Co	Waterbury	Platers—Chrome		Screw Machine Products	
Metal Cleaning Machines		The Plainville Electro Plating Co	Plainville	The Blake & Johnson Co	Waterville
Colt's Patent Fire Arms Mfg Co	Hartford	Platers' Equipment		Centerless Grinding Works	Bridgeport
Metal Goods		MacDermid Incorporated	Waterbury	70 Knowlton St	Bridgeport
Bridgeport Brass Co (to order)	Bridgeport	Plumbers' Brass Goods		The Eastern Machine Screw Corp	New Haven
Metal Novelties		Bridgeport Brass Co	Bridgeport	Truman & Barclay St	Forestville
The H C Cook Co	32 Beaver St Ansonia	Scovill Manufacturing Co	Waterbury	Screws	
Metal Products—Stampings		Plumbing Specialties		The Humason Mfg Co	Waterbury
J H Sessions & Son	Bristol	John M Russell Mfg Co Inc	Naugatuck	Scythes	
Metal Specialties		Pole Line		Winsted Manufacturing Co	Winsted (Advt.)
The Excelsior Hardware Co	Stamford	Malleable Iron Fittings Co	Branford		
The G E Prentice Mfg Co	New Britain	Polishing Wheels			
Metal Stampings		The Williamsville Buff Mfg Co	Danielson		
The Patent Button Co	Waterbury	Presses			
The Excelsior Hardware Co	Stamford	The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic		
J H Sessions & Son	Bristol	Propellers—Aircraft			
Metal Stampings		Hamilton Standard Propellers Div United Aircraft Corp	East Hartford		
The H C Cook Co	32 Beaver St Ansonia	Propeller Fan Blades			
Metal Stampings		The Torrington Manufacturing Co	Torrington		
The Greist Mfg Co	503 Blake St New Haven				
Metal Stampings					
The Waterbury Button Co	Waterbury				

IT'S MADE IN CONNECTICUT

—CONTINUED—

Sewing Machines			Stereotypes			Venetian Blinds		
The Greist Mfg Co (Sewing machine attachments)	503 Blake St	New Haven	W T Barnum & Co Inc		New Haven	The Permatex Fabrics Co		Jewett City
The Merrow Machine Co (Industrial)	2814 Laurel St	Hartford	Stop Clocks, Electric			Ventilating Systems		
Shaving Soaps			The H C Thompson Clock Co		Bristol	Colonial Blower Company		Hartford
The J B Williams Co		Glastonbury	Studio Couches			Vises		
Shears			Waterbury Mattress Co		Waterbury	The Charles Parker Co		Meriden
The Acme Shear Co (household)		Bridgeport	Switchboards			Washers		
Sheet Metal Products			Plainville Electrical Products Co		Plainville	The Blake & Johnson Co (brass, copper & non-ferrous)		Waterville
The American Brass Co (brass and copper)		Waterbury	Switchboards Wires and Cables			American Felt Co (felt)		Glenville
Sheet Metal Stampings			Rockbestos Products Corp (asbestos insulated)		New Haven	Clark Brothers Bolt Co		Milldale
The American Buckle Co		West Haven	Switches			The Sessions Foundry Co (cast iron)		Bristol
The Patent Button Co		Waterbury	Colt's Patent Fire Arms Mfg Co		Hartford	J H Sessions & Son		Bristol
J H Sessions & Son		Bristol	Tableware—Stainless Steel			The Raybestos Div of Raybestos-Manhattan Inc (clutch washers)		Bridgeport
Signals			International Silver Co		Meriden	Watches		
The H C Cook Co (for card files)		Ansonia	Tanks			Benrus Watch Co		30 Cherry St Waterbury
32 Beaver St			The Bigelow Company (steel)		New Haven	Waterproof Dressings for Leather		
Silks			Tape			The Viscol Company		Stamford
Cheney Brothers		South Manchester	The Russell Mfg Co		Middletown	Webbing		
Silverware			Tap Extractors			The Russell Mfg Co		Middletown
International Silver Co (tableware, nickel silver, silver plate and sterling)		Meriden	The Walton Co		94 Allyn St Hartford	Welding Rods		
Silverware—Hotel & Institutional			Taps, Collapsing			The Bristol Brass Corp (brass & bronze)		Bristol
International Silver Co		Meriden	The Geometric Tool Co		New Haven	Wicks		
Silverware—Plated Hollowware			Tarred Lines			The Russell Mfg Co		Middletown
International Silver Co		Meriden	Brownell & Co Inc		Moodus	The Raybestos Div of Raybestos-Manhattan Inc (oil burner wicks)		Bridgeport
Silverware—Sterling & Plated Trophies			Textile Machinery			Wire		
International Silver Co		Meriden	The Merrow Machine Co		Hartford	The Bristol Brass Corp (brass & bronze)		Bristol
Silverware—Sterling Silver Hollowware			2814 Laurel St			The Driscoll Wire Co (steel)		Shelton
International Silver Co		Meriden	Textile Mill Supplies			Hudson Wire Co Winsted Div (insulated & enameled magnet)		Winsted
Silverware—Tableware, Silver			Ernst Bischoff Company Inc		Ivoryton	The Atlantic Wire Co (steel)		Branford
International Silver Co		Meriden	Thermometers			The Platt Bros & Co (zinc wire)		Waterbury
Silverware—Tableware, Silver Plate			The Bristol Co (controlling, recording and indicating)		Waterbury	P O Box 1030		New Haven
International Silver Co		Meriden	Thin Gauge Metals			Rockbestos Products Corp (asbestos insulated)		New Haven
Silverware—Tableware, Sterling			The Thinsheet Metals Co (plain or tinned in rolls)		Waterbury	Scovill Manufacturing Co (brass, bronze and nickel silver)		Waterbury
International Silver Co		Meriden	Thread			Wire Arches and Trellis		
Sizing and Finishing Compounds			Max Pollack & Co Inc		Groton	The John P Smith Co		423-33 Chapel St New Haven
American Cyanamid & Chemical Corp		Waterbury	The American Thread Co		Willimantic	Wire Baskets		
Smoke Stacks			The Gardiner Hall Jr Co (cotton sewing)		South Willington	Rolock Inc (for acid, heat, degreasing)		Southport
Soap			Threading Machines			Wire Cable		
The Bigelow Company (steel)		New Haven	The Grant Mfg & Machine Co (double and automatic)		Bridgeport	The Bevin-Wilcox Line Co (braided)		East Hampton
Special Parts			Time Recorders			Wire Cloth		
The Greist Mfg Co (small machined, especially precision stampings)		New Haven	Stromberg Time Corp		Thomaston	The C O Jelliff Mfg Co (All metals, all meshes)		Southport
503 Blake St			Timers, Interval			The John P Smith Co		423-33 Chapel St New Haven
Sponge Rubber			The H C Thompson Clock Co		Bristol	Wire Drawing Dies		
The Sponge Rubber Products Co		Derby	Tinning			The Waterbury Wire Die Co		Waterbury
Spreads			Wilcox Crittenden & Co Inc		Middletown	Wire Dipping Baskets		
Palmer Brothers Company		New London	The Thinsheet Metals Co (non-ferrous metals in rolls)		Waterbury	The John P Smith Co		423-33 Chapel St New Haven
Spring Units			Tools			Wire Forms		
Owen Silent Spring Co Inc (mattresses and upholstery furniture)		Bridgeport	The Hoggson & Pettis Mfg Co (rubber workers)		New Haven	The Humason Mfg Co		Forestville
Spring Washers			141 Brewery St			The Wallace Barnes Co Div Associated Spring Corp		Bristol
The Wallace Barnes Co Div Associated Spring Corp		Bristol	The O K Tool Co Inc (inserted tooth metal cutting)		33 Hull St Shelton	Wire Goods		
Springs—Coil & Flat			Toys			The Patent Button Co		Waterbury
The Humason Mfg Co		Forestville	A C Gilbert Company		New Haven	The American Buckle Co (overall trimmings)		West Haven
The Wallace Barnes Co Div Associated Spring Corp		Bristol	The Gong Bell Co		East Hampton	Scovill Manufacturing Co (To Order)		Waterbury
Spring Colling Machines			The N N Hill Brass Co		East Hampton	Wire Mesh		
The Torrington Manufacturing Co		Torrington	Trucks—Lift			Rolock Inc (all meshes and metals)		Southport
Springs—Flat			The Excelsior Hardware Co		Stamford	Wire Reels		
The Wallace Barnes Co Div Associated Spring Corp		Bristol	Trucks—Skid Platforms			The A H Nilson Mach Co		Bridgeport
Springs—Furniture			The Excelsior Hardware Co (lift)		Stamford	Wire Partitions		
Owen Silent Spring Co Inc		Bridgeport	Tube Clips			The John P Smith Co		423-33 Chapel St New Haven
Springs—Wire			The H C Cook Co (for collapsible tubes)		Ansonia	Wire Rings		
The Wallace Barnes Co Div Associated Spring Corp		Bristol	Tubing			The American Buckle Co (pan handles and tinners' trimmings)		West Haven
Stair Pads			The American Brass Co (brass and copper)		Waterbury	Woodwork		
Palmer Brothers Company		New London	Scovill Manufacturing Co (copper alloys)		Waterbury	C H Dresser & Son Inc (Mfg all kinds of woodwork)		Hartford
Stamps			Tubing—Condenser			Yarns		
The Hoggson & Pettis Mfg Co (steel)		New Haven	Scovill Manufacturing Co		Waterbury	The Ensign-Bickford Co (jute carpet)		Simsbury
141 Brewery St			Typewriters			Zinc		
Stampings—Small			Underwood Elliott Fisher Co		Hartford	The Platt Bros & Co (ribbon, strip and wire)		P O Box 1030 Waterbury
The Wallace Barnes Co Div Associated Spring Corp		Bristol	Typewriter Ribbons			Zinc Castings		
Staples			Underwood Elliott Fisher Co		Hartford	Newton-New Haven Co Inc		688 Third Ave West Haven (Adv.)
Sargent and Company		New Haven	Underclearer Rolls					
Steel Castings			Sonoco Products Co (Climax-Lowell Div)		Mystic			
The Hartford Electric Steel Co (carbon and alloy steel)		540 Flatbush Ave Hartford	Vacuum Cleaners					
Malleable Iron Fittings Co		Branford	The Spencer Turbine Co		Hartford			
Nutmeg Crucible Steel Co		Branford	Valves					
Steel—Cold Rolled Spring			Reading-Pratt & Cady Div American Chain & Cable Co Inc		Bridgeport			
The Wallace Barnes Co Div Associated Spring Corp		Bristol	Valves—Automatic Air					
Steel—Cold Rolled Stainless			Beaton & Cadwell Mfg Co		New Britain			
Wallingford Steel Company		Wallingford	Valves—Flush					
Steel—Cold Rolled Strip and Sheets			Beaton & Cadwell Mfg Co		New Britain			
Wallingford Steel Company		Wallingford	Valves—Relief & Control					
Steel Goods			Beaton & Cadwell Mfg Co		New Britain			
Scovill Manufacturing Co (To Order)		Waterbury						
Steel-Magnetic								
Cinaudagraph Corp		2 Selleck St Stamford						

SERVICE SECTION

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns. All items offered subject to prior sale.

FOR SALE—RENT—WANTED

FOR RENT—Second floor of building containing 5,000 square feet; load capacity 150 lbs. per square inch; 13 foot ceilings with sprinkler system; wood floors; good ventilation and light. Heat will be supplied. Organization connected with woodworking desired. Address S. E. 135.

FOR SALE—One 10,000 gallon Caldwell 3" Cypress wood tank 14' diameter 9' 4" deep, with iron I beam bottom supports. Good condition. Reasonable. Address S. E. 137.

FOR SALE—One No. 3½-A BLISS Double Action Toggle Drawing Press in excellent condition. Has had very little use and is as good as new. Now under power and can be bought for about half the cost of a new one. Address S. E. 140.

FOR SALE—96" Peck, Stow & Wilcox Power Shear, suitable for 16 Gauge Stock, ¼ hard and lighter, 96" long, underdriven type. Address S. E. 141.

FOR SALE—P & H traveling crane made by Harnischfeger Corporation. 20-ton capacity. Track 44.6 feet wide and 86 feet long. Steel supports about 30 feet high allowing a list of approximately 25 feet. Address S. E. 142.

FOR SALE—Approximately 10,000 square feet of modern fireproof factory space, 85 foot siding with good yard space. Sacrifice price. New London. Write P. O. Box 229, New London, Conn.

MANUFACTURER'S AGENT calling on industries only from Washington to Canadian Border, will handle one additional line. Manufacturing background and engineering ability. References excellent. Address S. E. 143.

FOR SALE—One 1½-B Bliss Cam Double-Action Drawing Press. Recently overhauled. Good condition. S. E. 144.

A CONNECTICUT MANUFACTURING CONCERN, fully equipped for drawing, stamping and finishing, now making a line of electric lighting accessories, solicits inquiries for articles suitable to such equipment; or, desires to either combine with firm seeking such facilities or sell machinery, tools, stock of goods and patents. Suitable arrangements. Address S. E. 145.

FOR SALE—paper mill. 55,302 square feet floor area in 12 buildings of 1 to 3 stories. Heavy construction with plank on concrete floor. 12 foot ceiling height at eaves. 2 freight elevators. Wet return heat. Automatic Grinnell sprinkler. City fire protection. 440 volt power. 3 150-H.P. Boilers. Coal. City, river and clean pond water. No side track. One mile to freight house. Asking price \$40,000. Tax rate 25 mills. Address S. E. 146.

EMPLOYMENT

COLLEGE GRADUATE, male, 29 years of age, with 2½ years general experience in a Connecticut manufacturing company. Has just completed commercial school and desires position as male secretary or stenographer. Ultimate goal is executive ranking. Address P. W. 571.

FACTORY MANAGER—with over 25 years experience in metal goods manufacturing, having had complete charge of production and management, seeks similar connection where his services would be of value. American born, age 48, married. Can furnish best of references. A personal interview solicited. Address P. W. 572.

EXECUTIVE—practical mechanic with creative ability. Management and engineering background with wide diversified experience metal products. Address P. W. 573.

SALES MANAGER—Resourceful, thinks out of the rut, goes for profitable sales. Mature, energetic, experienced from direct sales to national distribution. Chances are good he is the "right man" you've hoped for and now need. A talk will tell. Address P. W. 574.

GRADUATE ACCOUNTANT with experience in insurance and manufacturing firms seeks position in Hartford or vicinity. Has studied

business law, business organization and management, systems, costs, etc. Address P. W. 576.

YOUNG MAN WILLING TO START FROM SCRATCH in order to be closer to home. College graduate specializing in all phases of advertising and sales promotion. A decided asset to any firm. Detailed experience, education, personal background and references upon request. Address P. W. 577.

AMBITIOUS, capable young man of 28 desires position as Cost Accountant or Auditor in organization where initiative and ability count. Able to handle personnel and meet people. Excellent references. For an interview address P. W. 580.

ALERT TRAFFIC MAN is seeking association with a progressive company. Has been employed for the last five years by one of the largest shippers in the state. Address P. W. 583.

ADVERTISING MAN. Young man just over thirty who has had over ten years industrial and agency advertising experience and who has been both assistant and advertising manager, now seeks a broader field in industrial sales promotion and advertising than now afforded in his present agency connection. Here is a real find in the promotion field. Address P. W. 584.

GRADUATE MECHANICAL ENGINEER. Gun and ammunition manufacturer 13 years including last world war. Particularly experienced in manufacturing, production, production control and industrial relations. For interview address P. W. 585.

EXECUTIVE ASSISTANT, versatile, personable, age 33. Customer relations, organization, new system, staff training, and complete commercial banking experience. Has worked in foreign countries and on export, statistical analysis, execution of contracts and local public relations. Might work alternatively in treasurer's or comptroller's department. Good letter writing. Initiative. Address P. W. 586.

ACCOUNTANT, general and cost, age 35 years. Thirteen years of diversified experience. Knows manufacturing. Capable and accurate. Desires position with manufacturing establishment where abilities will be valued. Address P. W. 587.

PRODUCTION EXECUTIVE and engineer seeks position in management capacity. Technical education, practical mechanical background, 18 years experience in industrial engineering and management on wide range of metal products, manufacturing processes and procedures, tools, equipment, production control, planning, time study, methods, cost reduction, purchasing, relations. Age 43, American. Address P. W. 588.

FINANCIAL AND MANAGERIAL EXECUTIVE. This man's performance included turning a \$150,000 loss into a \$150,000 profit in one year. By an unusual record in reducing credit losses from 5% to 1/20 of 1% while sales increased 125%. By establishing a sound financial policy where a loose one previously existed. By building a cooperative spirit between the credit and sales department. By substantially reducing taxes. He is presently employed. Address P. W. 589.

MANAGEMENT ENGINEER. B.S. degree, M.I.T., age 42, experienced design, construction, management industrial plants. Built several deep-water oil terminals along Atlantic Coast. Was officer, on board of directors several oil companies. Manager one export company, president another when war stopped export activities. Desires steady industrial connection Connecticut. Address P. W. 590.

SALES ANALYST wants to work as staff assistant to director of sales where ability to analyze weaknesses in sales policies and the causes thereof, organize and manage a sales analysis department, and coordinate sales, accounting, and production operations can be profitably utilized. 43 years old, married, Harvard graduate, and Protestant. Address P. W. 591.

INDUSTRIAL EXECUTIVE ASSISTANT. Capable man of 47, qualified in sales management and distribution and administration of details in finances and housing. Not an engineer but has mechanical sense. Valuable executive assistant. Address P. W. 592. (A)

PERSONNEL DIRECTOR. Available at once. 18 years' experience, all ramifications, including management's negotiator collective bargaining conferences, and all other phases industrial labor relationship. Well known in diversified industrial center of southwestern Connecticut as an authority on labor problems. Excellent administrative ability. Address P. W. 593.



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